

THE NATIONAL *Provisioner*

AUGUST 10, 1957

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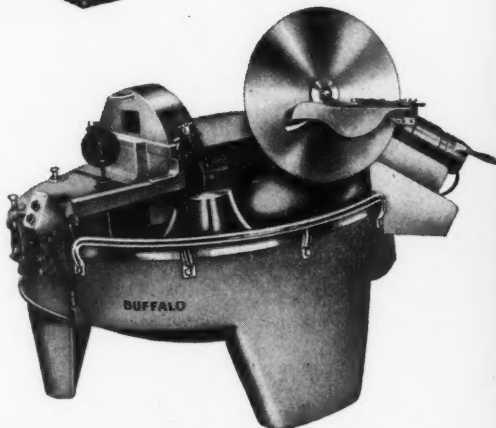
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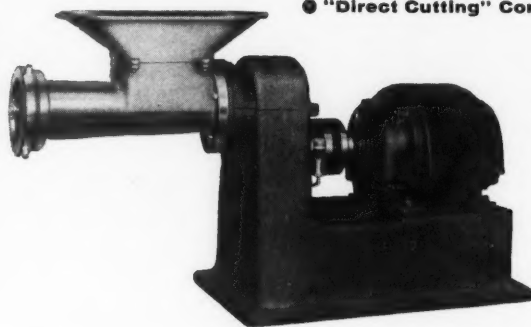
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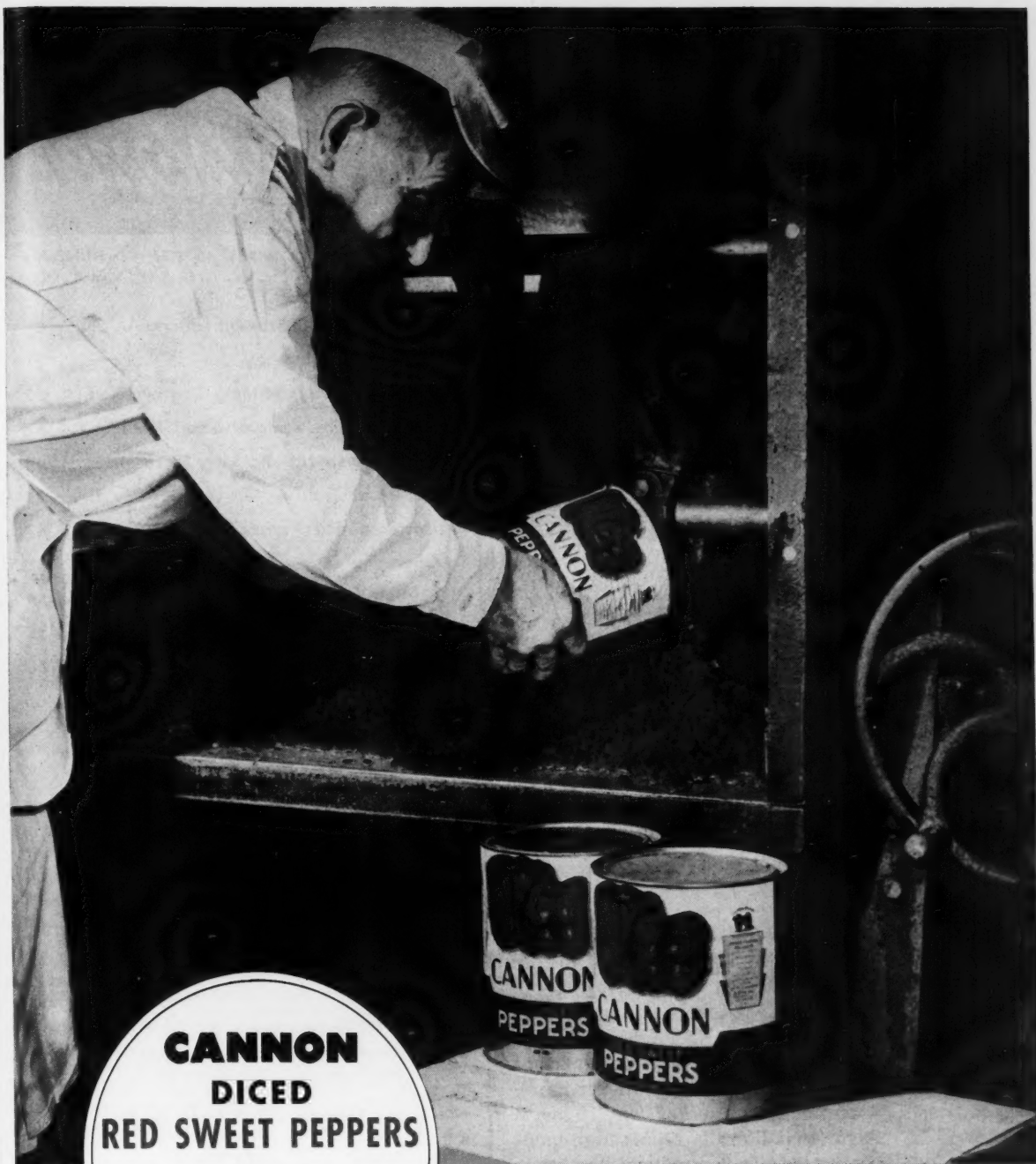
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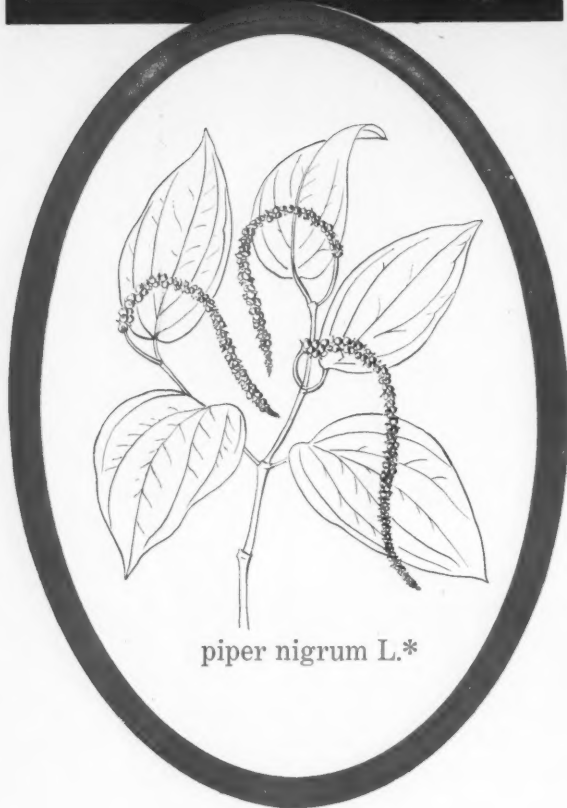
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THE NATIONAL



Provisioner

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EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor
GREGORY PIETRASZEK, Technical Editor
BETTY STEVENS, Associate Editor
GUST HILL, Market Editor

ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.
Telephone: Whitehall 4-3380

ROBERT J. CLARK, Advertising Manager
FRANK N. DAVIS CHARLES W. REYNOLDS
JOHN W. DUNNING
MARY JABSEN, Production Manager
ROBERT T. WALKER and GARDINER L. WINKLE,
New York Representatives
527 Madison Avenue (22) Tel. ELdorado 5-6663

West Coast Representatives: McDONALD-THOMPSON

San Francisco: 625 Market St., (5)
YUkon 6-0647
Los Angeles: 3727 W. 6th St., (5)
DUnkirk 7-5391
Seattle: 1008 Western Ave., (4)
Denver: 222 Colo. Natl. Bank Bldg., (2)
Houston: 3217 Montrose Blvd., (6)
Dallas: 5528 Dyer St., (6)
Tulsa: 2010 S. Utica (4)

EXECUTIVE STAFF

THOMAS McERLEAN, Chairman of the Board
LESTER I. NORTON, President
A. W. VOORHEES, Secretary

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Vol. 137 No. 6

AUGUST 10, 1957

Well Worth Support

No matter how a packer may identify himself with a regional, economic or other group in the industry, we believe that there are two undertakings in which he should share and contribute according to his ability. These are the National Live Stock and Meat Board and the American Meat Institute Foundation.

Both of these agencies have done and are doing a fine job for the whole meat industry. The work of the Meat Board in the fields of research, education and promotion and that of the Foundation in research have directly and indirectly helped every meat packer in the United States. The fact that these benefits are not always as tangible as a silver dollar, nor as immediate as this morning's newspaper, does not mean that they are any less real in nature. They have brought and will bring to every meat packing company many dollars for today, and tomorrow and tomorrow.

We know enough meat industry principals to know that many of them are not disinclined to wager a bit on the draw of a card, the outcome of a ball game or the gain of a group of cattle in the feedlot. In the Meat Board and the Foundation, the packers have an opportunity to back a couple of long-range "shots" on which they and their sons and their grandsons will cash the tickets.

In the fullest sense, however, financial support of the Board and the Foundation is not betting; it is paying a premium on a policy to insure that meat will retain its position as the most desired food and that the industry will continue to possess the optimum in technical and scientific knowledge to maintain itself and go forward.

Industry-wide and industry-deep support of the Meat Board and the Foundation is already justified by benefits that all meat packers have received.

News and Views

Although Congress admittedly is unpredictable, little likelihood was seen this week that any of the bills directly affecting the meat packing industry would be passed by both houses during the limited time remaining in this session. The House agriculture committee, in quick action late last week, favorably reported a new bill (HR-9020) covering jurisdiction over the meat industry but it differs in many respects from pending Senate legislation on the same subject. HR-9020, introduced by committee chairman Harold D. Cooley (D-N.C.), and an identical new bill (HR-9021) by Rep. William S. Hill would authorize the Secretary of Agriculture, if he deemed it in the public interest, to give a go-ahead to the Federal Trade Commission to institute unfair trade practice proceedings under the Packers and Stockyards Act. Jurisdiction over margarine and retail sales of any commodity would be specifically removed from the Secretary's jurisdiction and placed under the FTC.

The check-off bill (HR-7244) to authorize deductions from livestock prices to finance producer promotion programs was killed in the House this week by a vote of 216 to 175.

The Kick-Off session of the American Meat Institute's 52nd annual meeting September 20 will evaluate progress of the industry's program for merit buying of meat-type hogs. Merit buying was recommended by the Institute to its members in July as a further method through which greater production and marketing of consumer-demanded lean pork can be brought about. Reaction was favorable throughout the livestock and meat industry, and an evaluation of progress now is in order, the Institute said. The Friday opening session also will have a dramatic presentation on the increasingly-important subject of automation and an industry outlook discussion. All business sessions of the convention will be held at the Palmer House, Chicago, with the meeting's annual dinner scheduled for the Conrad Hilton Hotel on Monday night, September 23.

During Friday afternoon's technical sessions, those attending the scientific and operating meeting will learn about food poisoning with special emphasis on salmonellosis, a bacterial infection which sometimes occurs with meats that require considerable handling. Two other subjects which will be discussed in that session are the results of an important new study on the nutritional and caloric value of meat and the impact of ten years of fundamental research in the meat industry by the American Meat Institute Foundation.

The livestock section meeting, which also will be held Friday afternoon, will include a discussion by a West Coast expert of future trends in livestock production and marketing, and a talk on what is presently known about beef carcasses as well as suggestions about how to improve them. A panel program on how multiple farrowing can help improve stability in the hog and pork business will be led by Bernard Ebbing of the Rath Packing Co., Waterloo, Ia. Appearing with him will be three Corn Belt swine producers. This panel also will be part of the livestock section.

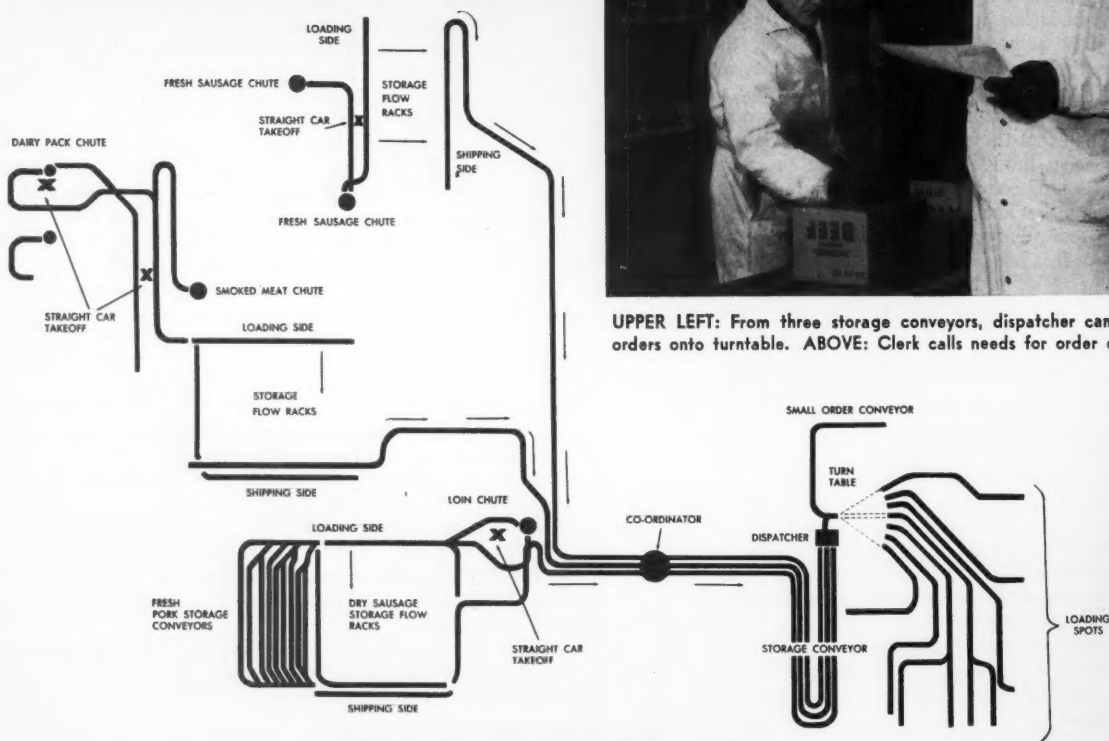
Saturday morning's technical section will take up problems of accounting in the meat packing business, engineering and construction, and sausage and merchandising.

The Eyes Of the meat industry will be upon Texas next week as many issues of national, regional and statewide significance are discussed at the first annual convention of the Texas Independent Meat Packers Association in Dallas. Rep. W. R. Poage (D-Tex.), sponsor of the controversial humane slaughter bill (HR-8308) pending in the House, will join packer, producer, retail, finance and other experts in presenting an intimate picture of what may or does lie ahead for TEX-IMPA and the industry. (See page 35 for details about the program.)

Hormel the Way to Caran



UPPER LEFT: From three storage conveyors, dispatcher can route orders onto turntable. ABOVE: Clerk calls needs for order on PA.



SCHEMATIC DRAWING MADE FROM A HORMEL BLUE PRINT

CAREFUL EXAMINATION of the flow plan of the new Hormel conveyor system, in conjunction with the description which begins on the facing page, will help in understanding the novel setup. Note that boxed product is stored on "flow racks" in three areas (fresh sausage, dairy pack and fresh pork-dry sausage), moving into them on the "loading side" and out on the "shipping side." At the "X's" labeled "straight car takeoff" are stored the skids of product destined for straight carloads. Key positions are those of the coordi-

nator, who combines products from three areas into integrated orders in proper loading sequence, and the dispatcher, who routes the orders (consisting of a number of boxes) onto the turntable leg feeding a car or truck loading spot. The top photo on this page shows the operation at the dispatcher's station, while the lower picture illustrates procedure typical of the three assembly areas where product is being taken from flow racks and marked in response to the clerk's call. Hustler places the items on conveyor.

Hormel Line of 700 Packaged Items Flows All Way from Packaging Through Order Filling and Trucks Via New Conveyor System

WHILE some manufacturing concerns with a narrow line of packaged products have conveyorized their storage and carloading operations, it remained for Geo. A. Hormel & Co. of Austin, Minn., to exploit this technique most fully in the meat packing industry by accomplishing the Herculean job of using conveyors to stock, handle and load over 700 packaged products.

The new system, which is designed to handle packaged products which are delivered to customers by car route or truck dropoff, moves the products from the plant packaging department into rail refrigerator cars or trucks. The items are loaded in the sequence in which they are to be unloaded, i.e., the last order first and the first order last.

The system employs approximately ten miles of flow racks for holding product, five miles of dead-roller conveyors to move it and 105 power conveyor sections to push. It has drastically reduced the amount of handling, trucking and temporary storage formerly involved in moving shipping containers from the packag-

ing department to market shipping, as Hormel's loading dock is known.

H. H. Corey, chairman of the Hormel board of directors, points out that, most significant of all, the company can now provide its customers with better products since:

1. The reduction in handling has reduced materially the incidence of damaged packages.
2. All products move in a first-in first-out pattern assuring freshness.
3. The need for back ordering has been almost eliminated; the products are stocked so that the order hustler can find them quickly and they can be inventoried readily to aid in production planning.

The system is an excellent example of employing the cube of the building which R. F. Gray, Hormel president, expounded in his 1956 annual report to the stockholders and at the meeting of the American Meat Institute at Boca Raton in the spring of 1957. By placing the conveyors at ceiling level by constructing balconies to house the market shipping dispatching area and by building the storage flow racks to the ceiling the

firm has saved 7,000 sq. ft. of space that has been turned over to other operations. To duplicate this salvaged physical space with new construction would cost \$250,000, Gray reports. By storing to the vacant ceiling area the system has increased storage facilities by two and one-half times.

SMOOTH: As gargantuan as the system is in physical size and scope of operations—handling roughly one-half of all the packaged products processed by Hormel—it moves with the smoothness of a Swiss watch. There is no scurrying in the market shipping department to find an order, or frantic inquiry to a production department to see whether a product has been shipped. All the products are marshalled from the far reaches of the plant—some items may travel as far as 1,600 ft. from packaging department to market shipping and make the trip in four minutes—with clockwork consistency for orderly movement into the shipping vehicles in proper sequence. The packages literally move with the precision of “elite guards” on dress parade.

The installation of the system was

EMPLOYEE is filling flow racks in one of assembly rooms with product coming by chute and conveyor from a packaging department.

DISCHARGE end of flow racks in assembly room from which items are taken and placed on order conveyor. Note restrainer bar.





CONVEYORS for storing boxed pork items in fresh pork-dry sausage room. Note how boxes are held by raised section of conveyor.



BY PRESSING button clerk depresses section holding back boxed product on one conveyor and allows boxes to move forward.

achieved without losing a single operating day, according to E. H. Flitton, manager of the transportation division. True enough, the system had three partial runs and had to be stopped until the bugs were eliminated; however, since January 7, 1957, the system has operated without a letup and is racking up performance records with consistency. This is a tribute to the Hormel team of Flitton; Denver Daily, transportation superintendent; C. H. Dugan, transportation supervisor, and Frank Brown, engineer, who developed the system and operating methods in little over a year. Flitton emphasizes that the stimulus for developing the method came from the prodding of Gray and Corey, who gave the program top-level support. The firm also enjoyed the cooperation of the engineering department of Rapids-Standard Co., Inc., which supplied the equipment. Several of the component parts, such as the turntable that guides the packages into the different shipping bays, were built by Rapids-Standard to Hormel's specifications as they were the first of their kind.

HANDLING CUT: The storage

area of the system is housed in three assembly rooms into which products formerly were trucked from the packaging departments. This involved the use of elevators to move goods from the production floors since the assembly rooms are on the second level. For example, dry sausage had to be transported from the sixth floor packaging room into the assembly room. The products were then assembled in skid-lots by order, the skids were power trucked into the market shipping room and the products were again moved into the vehicle during loading. Flitton says that packaged goods were sometimes handled as many as 12 times and eight times was a fairly common number. Now a product is handled only three times—once in placing it in the flow rack, once in placing it on the outgoing conveyor as part of an order, and finally in stowing it in the transport vehicle. All the confusion of trying to find product for an order, or a specific item for stowing in the reefer, has been eliminated.

Car stewards no longer have to wait for products to be brought to them for loading. Once the loading

of a car starts, it continues virtually without interruption until the job is finished. This improvement in loading efficiency provides for payback on the system within a comfortable period, according to Gray.

By using the market assembly rooms the Hormel transportation department was able to make the changeover without lost time. As more flow rack shelving was installed, a greater percentage of the entire operation was transferred to the system.

Packaged products from the packaging departments are conveyed to the three assembly rooms equipped with flow racks. One room handles fresh sausage items and has two conveyors feeding into it. One of these handles the large products, such as stick braunschweiger, and the other is used for the smaller items, such as country style pork sausage.

The products come into the assembly room via two conveyors, but they move by the flow racks for proper stocking on a single conveyor. While product is moving in from one conveyor, the powered section of the other (just ahead of the junction of the two conveyors) is shut off by a

IN LOFTS, formerly waste space, boxes are marshalled for final movement in depth to insure speedy, uninterrupted car loading.



TURNTABLE directs final flow of packages to their car or truck. The device is controlled electrically for quick directional placement.



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PORK travels overhead while skids of canned meat, trimmings, etc., are stored beneath to be added to order at dry sausage conveyor.

FLOW FROM TWO of the conveyors is coordinated into one stream by the use of a simple shutoff device by the operator.

limiting switch. If the two infeed conveyors are operating, the limiting switch works on an on-and-off cycle of approximately 20 seconds so that product does not back up on one conveyor. If only one conveyor is feeding into the assembly room, it continues to do so uninterruptedly as the other limiting switch is not activated by any oncoming package.

As the different products flow via conveyor into the market assembly room, they pass a point where an employe removes packages stenciled for straight car shipment. These items are loaded on skids and then transported with an industrial truck into the proper car. Management believes that this is the most economical way of handling large orders. Much of Hormel's production moves in straight cars; the new system handles only distributive type shipments.

The second assembly room has storage flow racks for smoked meats and dairy pack items, such as sliced bacon, sliced dried beef, etc. Here again, product from two conveyors is coordinated and moves into the room in single file. Straight car lots are removed before the products enter

this second market assembly room.

In all three rooms the boxed products are placed on the flow racks at one end and removed at the other end as needed for orders. Two men load the flow racks, the width and height of which have been adjusted to fit the specific space requirements of the boxed items being stored. Flitton observes that the new loading technique requires the production departments to select new packages which are compatible in size with the flow racks.

FRESH PORK ROOM: The third of the market assembly rooms is the most intricate in operation since it handles the boxed dry sausage, which is stored on flow racks, and the larger fresh pork items, such as loins, shoulders, etc., which are stored in files of boxes on a parallel series of roller conveyor sections. Both of these product classes move into the room on their own conveyors.

The dry sausage boxes are placed manually on their proper flow racks. The large fresh pork items, on the other hand, are not handled at all. This class of product is handled only once—when it is stowed in the reefer.

As the boxed pork products arrive in the room on their conveyor, they pass a point where an operator at an electronic control panel opens and closes switches (mechanical) operated by air cylinders which guide the items into their correct conveyor storage sections. The operation is very much like that of a railroad marshalling yard where box cars are shunted to their proper spurs in train makeup.

Hormel's engineering department added mechanical refinements that expedite the movement of these relatively heavy boxes. At the point of turnoff, the guide rails are equipped with skate wheels to facilitate the movement of the box before it makes its turn. In a similar manner, small rubber-tired wheels have been placed at the head of the conveyor sections to facilitate the initial entry of the box into its roller conveyor section.

This room is also the most unique in order filling activities. When any of the larger fresh pork items is needed for an order, the order filler presses a button that depresses a raised section of the conveyor (used as a stop) and allows the correct number of boxes to flow onto the main order

CHECKERS and their callers check the product flowing past against the orders for accuracy. This is the final pre-loading step.

CONVEYED directly into vehicles, products are stowed by car stewards. The units shown in the picture are the firm's mobile reefers.



conveyor. It is interesting to note that here, as throughout the system, power sections are used to move the packages to a point from which they will flow by gravity. The whole system represents an engineered balance of power and gravity. In the case mentioned above, the depression of the restraining section allows the box to move forward by gravity onto the dead conveyor section.

At this point, the boxes of smaller pork items, such as back ribs, are placed on the order conveyor by a hustler. Both large and small items are gravity fed into a power section. The fresh pork moves on its own conveyor to a central junction point with the dry sausage conveyor. Dry sausage boxes are placed on their order conveyor from the flow racks by hustlers who are responsible to a shipping clerk. The fresh pork conveyor moves at ceiling level while the dry sausage conveyor moves at the floor level. The dry sausage conveyor is flanked by an area in which canned meats and some fresh frozen items, such as extra lean pork trimmings, are stored in skid lots. If any of these latter products is needed for an order, the shipping clerk calls off the item and a hustler places it on the conveyor in proper sequence.

At the junction point, an employee coordinates the flow from the fresh pork and dry sausage sections by means of a shutoff bar which he moves into position to hold back the flow of the orders.

ORDER ASSEMBLY: The order assembly operation is similar in all three departments. A shipping clerk uses a loud speaker to call the items he needs, a hustler places them on the order takeaway conveyor and, as they pass the shipping clerk, a marker places the correct order number on each package.

Flitton remarks that the system requires clear enunciation on the part of the shipping clerk and alertness from the hustler and marker. The flow racks are arranged so that some of the lighter items are close to the shipping clerk and marker and they can place these on the takeaway conveyor in proper sequence.

All stored products move from the incoming side to the takeoff point of the flow racks on light wooden pallets that are fitted with metal strips on their bottoms where contact is made with flow rack rollers (see next page). The packages are stacked on the pallets to prevent damage, to facilitate movement and to permit full use of the height of the flow rack which extends to the room ceiling. At the loading end of the flow rack, which is



COORDINATOR MARSHALLS the parts of an order coming from the three market assembly coolers into a single file. He converts the flow of three lines carrying scrambled orders into a file on one of three shipping storage conveyors carrying assembled orders.

slanted to provide a gradient for movement, a small metal hold plate is used to restrain the pallet while it is being loaded.

When a pallet is loaded, a slight push by the employee sends it on its way. A restraining bit holds the pallet in position on the takeoff end. When a pallet is empty, the hustler places it on a narrow vertical roller conveyor that returns it to the loading station.

ORDER FILLING: To coordinate the flow of products from the three market assembly rooms, Hormel's transportation group has developed a master loading card. Each of the three shipping clerks works up his orders in accordance with this schedule which also establishes the sequence of loading within the refrigerator car or the truck.

Three vehicles can be loaded simultaneously under the new system. Orders are arranged with an alphabetical designation for the vehicle being loaded, and a numerical indication for sequence of loading within the transport unit. For example, 20 individual orders may go into Car A, 80 orders may be loaded into Car B and 95 orders may go into Car C. The shipping clerks may be working on orders for Cars C, D and E while Cars A and B are being loaded.

The correct sequence is arranged on the master order assembly sheet by a paste-down process originated by supervisor C. H. Dugan, under which Car A orders are related to those for Cars B and C. Order assem-

bly is carried out in series of three across the sheet, which are then tiered down progressively. For example, a shipping clerk may be working on B-21, C-23, D-1, etc.

An individual order sheet is made up for each of the three departments for each customer. These individual sheets carry large code numbers in front of each item so that the shipping clerk checks only those units that pertain to his department. He calls out the product and the order number which his marker then places on the package as it moves past his station after being transferred from the flow rack to the conveyor by a hustler.

This operation takes place simultaneously in all three departments. The order takeaway conveyors carry the boxes from the departments to the loft of the market shipping department where the three conveyors run parallel (see flow plan on page 22). Coming into this refrigerated loft, which represents salvaged space, the packages are elevated so that they flow by gravity to the order coordinator. At this point the roller conveyors end in powered sections.

COMBINATION: As the packages marked with a customer's number reach the coordinator's station from the three powered conveyors, the movement of each conveyor being controlled by a button in front of the operator, they are fed onto a wide live roller conveyor (see photograph above) where the boxes are com-

lined by means of a powered mono-rail guide. The operator brings together all the products from the three departments, which belong to one order, into a single file for movement onto a shipping storage conveyor. There are three of these shipping storage conveyors—one for each of three cars.

For example, the coordinator groups all orders marked A-10 from the three departments—dry sausage—fresh pork, fresh sausage and dairy pack—and channels them onto the storage conveyor for Car A. He performs a similar job for orders destined for Cars B, C, etc. The orders move onto the storage conveyors in the proper loading sequence and the conveyors are of sufficient length so that when all of Car A's orders are in place the coordinator may follow them up with orders for Car D.

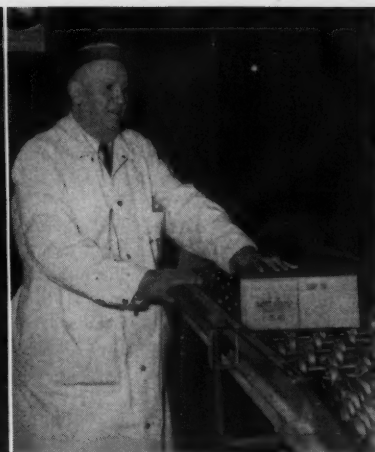
Each of the storage roller conveyors terminates in a powered belt conveyor, and from each of the storage legs the dispatcher can draw at will a number of pre-assembled orders which have been marshalled by the coordinator. (See page 22 for a picture of the dispatcher at work.) Over the powered roller conveyor table in front of the dispatcher a file of boxes is fed onto the roller conveyor that supplies the turntable.

The turntable (see page 24) is the first of its kind and was designed by Hormel's engineering department. Through the turntable the dispatcher can feed a conveyor leading to any one of 22 railroad car or 13 motor truck loading spots. Opening the desired spur by remote control, the dispatcher allows a number of orders to flow onto it from one of the storage conveyors. He regulates the volume going to each spur so as to keep each of the loading crews busy.

The turntable, loading spurs and the shipping office are all located on a balcony and this has freed valuable space below for other purposes.



LEFT: Employee holds pallet on which packages are stored in the flow racks. Metal runners on bottom facilitate its gliding movement over the wheels of the flow rack. **RIGHT:** Ira Smith, foreman of market shipping, moves box over cut-out switch that stops the power conveyor feeding to this point. The whole system is similarly protected so that there is no possibility of a package pileup. The checkers can take adequate time to verify orders.



LOADING: The checkers and their helpers are stationed on the balcony and, as the boxes flow past them, the content and count for each order are verified. Once past the checker the boxes are conveyed directly into the proper car or truck where they are stowed by the car stewards. The checking area is within the dispatcher's field of vision and he regulates the flow to each checking crew.

At a point slightly beyond the dispatcher, a powered bleed-in conveyor is used to add small orders (less-than package lots) to the car-ward flow in correct sequence. The dispatcher has a master order flow sheet that indicates which of the orders going into a reefer are small lots. These orders have a special code so that none of the three market assembly departments is concerned with them. An employee loads the small lots in correct sequence on the feed-in conveyor and sees that they move in proper order.

The balcony also houses the mar-

ket shipping office which has loud speaker connections with each of the three market assembly areas and loading spots. This office is under the jurisdiction of Ira "Dietz" Smith, the head market shipping foreman, who is responsible for loading.

The conveyor spurs leading into the reefers on the level below have movable end sections so that after a car has been loaded the stub can be moved out of the way to free the aisle for other uses.

Beef and small stock items are assembled on a rail so they can be loaded in correct order. This meat generally can be stowed on top of the packaged products. If a car route has a preponderance of beef or small stock, the checker arranges his work accordingly and checks the packaged items at the car rather than at the balcony spur level.

SAFEGUARDS: The system is equipped with automatic cutoffs at critical points to prevent damage to product. Where the packages arrive under power from the three departments at the head of the coordinating spur, a cutoff kills the power to the conveyor when the packages back up. It is activated by the weight of a box. This cutoff principle is incorporated in the conveyors from the market assembly rooms forward.

The various checkers have control over movement on their spurs so that they can take adequate time to check the orders. A multitude of other refinements have been engineered into the system by Hormel, such as flat bars that prevent oncoming boxes from dipping into the first roller at transfer points between power and dead conveyors, pop-out rollers for



DENVER DAILY, transportation superintendent; E. H. Flitton, manager of the transportation division, and Frank Brown, engineer, check the plans of the order storage and assembly system which they helped to create.

safety and pauses in the conveyors ahead of the checkers to permit reading of markings.

The system is designed to hold approximately a day's production from the various packaging departments. Since the product moves on a first-in, first-out basis, this is an adequate working supply.

As was noted earlier, by placing many of the transport conveyors at ceiling height (the Hormel organization refers to these conveyors as the "sky ride") a lot of aisle space has been freed for other purposes. Conveyorized product moves with ease over stored product.

Most important, the whole "biffing operation," Hormel's term for product storage, order assembly and loading, has been systematized and much of the "fat" has been removed from it. For example, the deadheading of empty skids up and down elevators, and waiting for them, have been eliminated. Product moves from packaging on its own power to the proper storage area.

The system possesses flexibility to permit adjustment to varying loads, states Flitton. The assembling of the products for orders can be tailored to the shipping load and the storage of products to production.

AMIF to Investigate Wider Use of Starter Cultures

Research to establish specific procedures for the use of starter cultures in Lebanon bologna, pork roll and fermented types of dry sausage has been undertaken by the American Meat Institute Foundation, Chicago, B. S. Schweigert, AMIF director of research and education, announced.

This work is being supported in part by a grant-in-aid by Merck & Co., Inc., Rahway, N. J., and will be carried out under the supervision of Dr. G. D. Wilson, chief of the Foundation's division of food technology.

The new research project is actually an extension of fundamental bacteriological studies and pilot plant production experiments by R. H. Deibel, G. D. Wilson and C. F. Niven, jr., through which the Foundation determined that the organism, *Pediococcus cerevisiae*, was an excellent starter culture for thuringer type summer sausage.

The success of the earlier AMIF studies led to a non-exclusive licensing arrangement with Merck & Co., Inc., under which Merck now is producing and marketing a freeze-dried preparation of the starter culture for commercial use. The Merck preparation,

which is marketed under the trade name, Accel, is receiving increased interest among sausage manufacturers.

In the new work, detailed studies will be conducted on procedures for adapting the use of the starter culture to the manufacture of Lebanon bologna, pork roll and dry sausage. New, specialized equipment is being installed by the Foundation and the work will include thorough investigation of temperature, humidity and air velocity conditions required for effective processing of dry sausage.

Packaging and Materials Handling Reports Listed

A catalog of 118 technical reports in the field of packaging and materials handling in the collection of the Office of Technical Services, U. S. Department of Commerce, has been published.

Some of the reports listed are the results of research performed by government laboratories or by other research facilities under contract to military or other agencies.

The catalog, "CTR-72 Packaging and Materials Handling, 1941-57," is available for 10c from the OTS, United States Department of Commerce, Washington 25, D. C.

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RIB IS HELD in vertical position as butcher Gilbert Sheperis turns meat (left) so saw follows contour of chine bone. Notice dip in bone (below) at meat eye level. In bottom photo, Sheperis holds bone above meat to illustrate curvature of saw's path in cutting out bone.

Contour Chine Cut Saves Meat

ALLEN Bros., Inc., Chicago, a leading independent meat purveyor, is using a heavy duty band saw to remove the chine bone from the rib and the loin. The advantage of using the heavy duty blade lies in its ability to withstand the twist pressure as the blade is turned about to follow the contour of the bone, reports Melvin Salomon, president.

With the new blade, the bone is removed right at the juncture of the chine with the rib bones. There is no meat between the tops of the rib bones as is typical with other removals, he emphasizes.

With the heavy duty saw, the butcher begins the cut by cutting the chine bone at its junction with the rib bones. In this position the diaphragm is parallel to the cutting blade. After he has cut sufficiently through this junction, which fact he can observe when he is looking down at the eye of the meat as he guides it toward the blade, the butcher turns the meat so the cutting is made along the bottom of the chine bone where it abuts the eye of the meat.

There is a complete separation of the chine bone and yet there is no shaving of the edge of the meat eye. The bone is removed in a U-pattern (see photos). The heavy blade and its high speed of travel make possible this cut, explains Salomon. The mouth of the band saw is sufficiently deep to permit cutting the meat in the vertical plane and allows the butcher to observe the cutting action at all times, he reports.

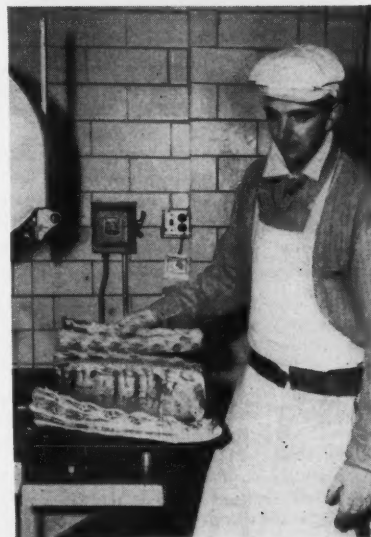
The band also has proved very versatile in the preparation of other hotel cuts. The unit, because of the high speed of its blade and the longer travel which permits cooling of the blade, can cut fresh or frozen meat with equal ease, says Walter Blaesser, superintendent. It has no tendency to cut off-center because of pressure on the blade. It permits accurate portion cutting. To aid in this work the saw has a moving top table and a back support plate that can be set for any thickness of cut desired. If the customer wants 1-in. steaks, the back bar is moved so it is 1 in. away from the cutting edge of the band saw; the meat is placed against the plate and then moved under the saw. Each steak is of the exact thickness desired, Blaesser points out.

By having the back guard set for the thickness desired, the butcher's productivity is increased as he automatically positions the meat after each cut. He does not make a decision about thickness each time he is guiding the meat under the saw.

All parts of the machine coming in contact with the meat are stainless steel and can be cleaned readily.

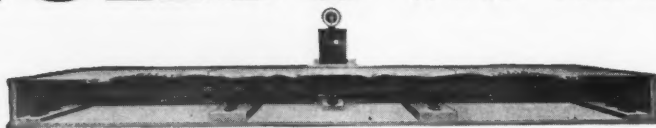
The ability to cut the chine bone from well-finished cattle in a contour pattern is an advantage to any meat purveyor, Salomon notes.

Another plus of the new machine is its safety blade guard. If a blade should snap, it is held in position and not allowed to whip. The unit is a Biro band saw, manufactured by the Biro Manufacturing Company.





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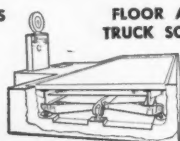
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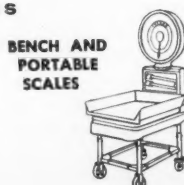
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ICC Grants 9% Rail Rate Hike on Industry Products

A uniform railroad freight rate increase in all territories of 9 per cent for livestock, fresh meats and packinghouse products has been authorized by the Interstate Commerce Commission, which excepted these items and grains from the general rate hike approved August 2. The new rates can be made effective on 15 days notice. They will be applied to the old rates in effect before the emergency 5 per cent boost granted last winter, absorbing the emergency increase.

The ICC also exempted from any increase railroad charges for refrigeration or other protective services.

The broad ICC authorization affecting rates on most commodities amounted in general to 7 per cent for eastern and western railroads and 4 per cent for southern roads. These charges will be in addition to emergency freight rate increases granted last winter by the ICC, authorizing hikes of 7 per cent in the East, and 5 per cent in the West and South.

Thus, the total general rate boost since the rails started proceedings last fall will amount to 14 per cent in the East, 12 per cent in the West and 9 per cent in the South. For freight moving between East and West, the total increase amounts to 12 per cent, and between the South and the other two areas, 9 per cent.

Petitions Ask Suspension Of Westbound Rate Drop

Seventy-six petitions for suspension of reduced westbound carload rates on fresh meats and packinghouse products have been filed with the suspension board of the Interstate Commerce Commission, according to the Western States Meat Packers Association, which has been spearheading a drive to prevent the rate drop.

Unless suspended, the reduced rates will become effective August 15. The roads initiated this action in an effort to regain traffic from trucks.

The petitioners have asked for a six-month suspension so a public hearing can be held on the matter. Among those who joined WSMAPA in opposing the reduction was U. S. Senator Warren G. Magnuson of Washington, who is chairman of the Senate committee on interstate and foreign commerce.

"This discriminatory freight rate change would cause very serious economic hardships to the meat packing industry, livestock industry, feed industry and packinghouse labor in the western states," said Senator Magnuson in a letter to the ICC chairman.

The Meat Trail...



"MISS SUGARDALE OF 1957" is Mary Lee Sugardale, who was crowned recently at The Sugardale Provision Co. of Canton, Ohio.

Thurman Elected President Of Virginia Association

EDGAR A. THURMAN, president and general manager of Green Hill, Inc., Elliston, Va., was elected president of the Virginia Meat Packers Association last weekend in Roanoke.

He succeeds J. A. (JACK) JESSEE, general manager of Shen-Valley Meat Packers, Inc., Timberville. Jessee was named to represent the organization on the new state livestock council.

ROBERT MCSWEENEY, vice president of Joseph McSweeney & Sons, Richmond, formerly secretary-treasurer of the association, was elected vice president, and FRED CAMPBELL of Williamsburg Packing Co. was named secretary-treasurer.

The one-day convention, which attracted an attendance of more than 150, pointed up the growing importance of animal agriculture and meat packing in that state. MAX O. CULLEN, assistant general manager of the National Live Stock and Meat Board, estimated that there are about 2,417,000 meat animals on Virginia farms.

DAVID J. MAYS, association attorney, spoke on the association's efforts to get next year's legislature to provide more adequate financing for state meat inspection.

Congressional activities affecting the meat packing industry were discussed by JOHN A. KILLICK, executive secretary of the National Independent Meat Packers Association. FRED SHARPE, NIMPA's director of sales training, conducted a sales clinic. JOHN C. MILTON of the American Meat Institute's merchandising department addressed the banquet.

Eyes of Meat Industry Will Be on Texas Convention

The Texas Independent Meat Packers Association will get an overall view of the national economy, as well as intimate reports on what to expect in the meat industry, at the organization's first annual convention on Friday and Saturday, August 16-17, at the Adolphus Hotel in Dallas.

The program and the accompanying suppliers' exposition will be packed with the latest developments to keep packers on top of the ever-changing meat picture.

Among headline speakers will be U. S. Rep. W. R. POAGE (D-Tex.), chairman of the important House agriculture subcommittee on livestock and feed grains and author of the controversial humane slaughter bill (HR-8308) now pending in the House. Rep. Poage will present his views on the humane slaughter issue at a luncheon session on Saturday.

Registration will begin late Thursday afternoon, August 15, and a TEX-IMPA board meeting also is set for that evening. An "early bird" breakfast at 7:30 a.m. Friday will precede the formal opening of the convention at 9 o'clock. Welcoming convention-goers at the opening session will be HERMAN WALDMAN, president of the association, and city officials of Dallas. CHRIS E. FINKBEINER, president of the National Independent Meat Packers Association, then will address the ses-

sion on "The National Meat Picture."

JOHN VAUGHN, vice president of the NIMPA southwest division, will describe "The Southwestern Meat Picture," and JOHN A. KILLICK, executive secretary of NIMPA, will present a "Report From Washington." Other speakers at the Friday morning session will include: C. W. FERGUSON, acting regional director of the Small Business Administration, who will tell how the SBA helps small firms; Dr. JARVIS MILLER, Texas A. & M., who will describe a recent packing plant survey, and Prof. ROBERT E. BRANSON of Texas A. & M., who will discuss "Consumer Preferences on Beef." Another professor from that institution will speak on food technology.

"The Economic Picture for the Year Ahead" will be discussed by ARTHUR SMITH, vice president of the First National Bank, at a luncheon meeting at 12:30 p.m. Friday. In the meantime, the ladies will be thinking of ways to dent the local economic situation at a special fashion show luncheon at Neiman-Marcus.

The Friday afternoon session will include a Texas Beef Council report by JIM SARTWELLE, vice president of that group; a discussion of beef grading by TOBIN ARMSTRONG of the Texas Southwestern Cattlemen's Association, and an address on producer-packer cooperation by RADFORD HALL,



PUERTO RICAN government officials, interested in opening a meat packing plant in Puerto Rico, received some first-hand information about what is involved during recent visit to Arkansas. Trip was made to study feasibility and possibility of establishing plant. Shown at Winrock Farms, Morrilton, Ark., are (l. to r.): Chris E. Finkbeiner, president, Little Rock Packing Co., Little Rock; Heriberto Alonso, director, Economic Development Administration, commonwealth of Puerto Rico; Winthrop E. Rockefeller, director, Arkansas Industrial Development Commission, and Mariano H. Ramirez, Puerto Rico Industrial Development Corp.

executive secretary of the American National Cattlemen's Association.

At 5:30 p.m. the convention-goers will take off in air-conditioned buses for the Stephen F. Austin Ranch and a big "chuckwagon dinner" and evening of entertainment.

Another "early bird" breakfast is scheduled for 7:30 a.m. Saturday in the hotel ballroom. First speaker at the 9 a.m. business session will be Col. JOHN T. MCKEE of the Quartermaster Corps, who will discuss "Military Purchasing Policies and Procedures." Dr. A. B. RICH, veterinary director, public health, will outline "Texas State Meat Inspection Objectives."

NORMAN BRAMMALL, president of Food Management, Inc., Cincinnati, will speak on "Industrial Relations"; MORRIS HITE, vice president of the Tracey Locke Advertising Agency will describe "The Functions of an advertising Agency," and BURT DAVIS, vice president of Food Management, Inc., will talk on "Cost Controls for the Meat Industry." Final speaker at the Saturday morning session will be G. T. ADAMS, president of the Texas Retail Grocers Association, whose topic will be "The Retailer Looks at the Packer."

The luncheon talk at 12:30 p.m. Saturday by Rep. Poage will be the concluding address of the convention, but a closed session is scheduled for

that afternoon and more social events for the evening. After formal adjournment at 5 p.m., there will be a cocktail party at 6 o'clock in the hotel's Regency room and an informal buffet-style dinner dance at 7:30 p.m.

JOBS

CHARLES W. KERR of Chicago has been named to head the provision department at the Los Angeles plant of Swift & Company, manager F. R. CLYMER announced. Kerr succeeds RALPH L. WARD, who was transferred to Chicago.

G. J. (JERRY) FROST has been promoted from Chicago sales manager to the post of general manager of sales and production of all Chicago plants of Mickelberry's Food Products Co., R. R. LAIDLEY, president, announced. Frost joined the company in 1945 as a driver-salesman.

The appointment of G. E. LEONARD, JR., as general counsel of Armour and Company, Chicago, has been announced by F. W. SPECHT, chairman of the board and president. Leonard joined Armour as an attorney in 1941. He was made general attorney in 1949 and assistant general counsel in 1952. As general counsel, Leonard succeeds A. F. RACKERBY, who has announced his

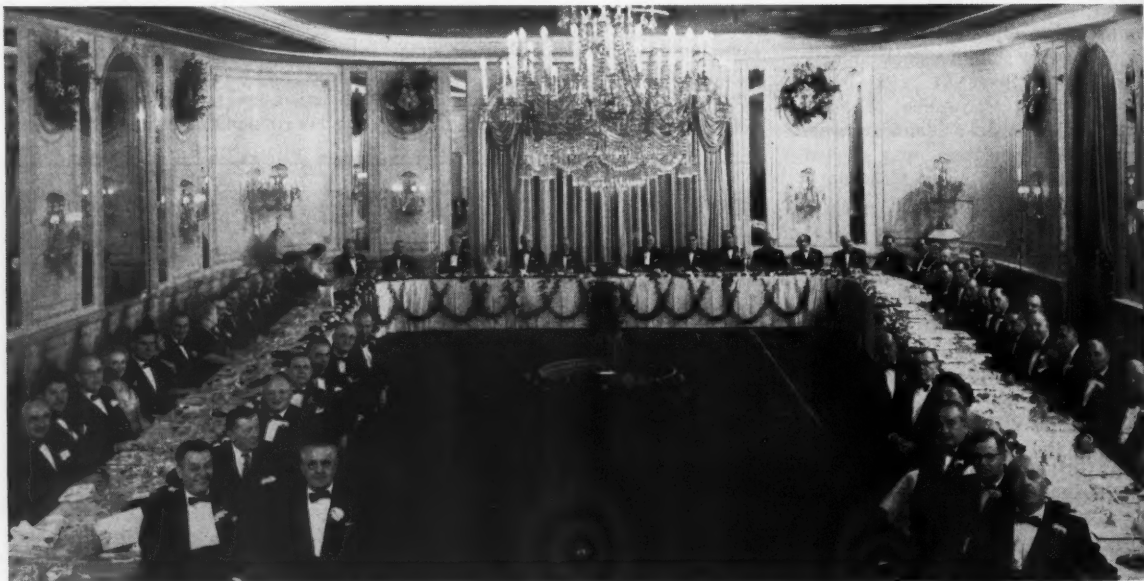
intention to retire at the end of the year after 33 years with the company. Meanwhile, Rackerby will continue in the law department in an advisory capacity. W. R. EMERY and L. R. MILLER were appointed assistant general counsel, and J. P. DOYLE was named general attorney.

ANTON STAUBER has been promoted to superintendent of the Plankinton Packing Co. plant at Menominee, Mich. He succeeds CLARK J. PAYNE, who will become superintendent of the Swift & Company plant at Watertown, S. D.

Appointment of HARRY H. HUSTON as sales manager of key accounts for Stark, Wetzel & Co., Inc., Indianapolis, has been announced by the firm. One of the first salesmen employed by the company, Huston has been a member of the Stark & Wetzel sales force for 21 years and has handled special accounts since 1952. Huston was a member of the company's "Million Pound Club" for five consecutive years before taking over special accounts and was named Stark & Wet-



H. H. HUSTON



PRACTICING WHAT he preaches, Paul A. Spittler, president of DeBragga and Spittler, Inc., New York City, and past president of the National Association of Hotel and Restaurant Meat Purveyors, gave a superlative demonstration of chefery at the seventh annual DeBands Award dinner, given by Spittler in honor of the man who has done most for the art of haute cuisine, a la Americaine. This year's dinner, staged at the Ambassador Hotel, New York City, honored Paul Debes, executive chef at the St. Francis Hotel, San Francisco. Debes was a member of the winning American team of chefs participating in the International Culinary Olympics. Executive

chef Clement Grangier, who prepared the award dinner's sumptuous fare—the menu covers a single-spaced typewritten page—stated it was the most elaborate he had prepared in his 30 years of chefery, which has included restaurants in Paris and Bordeaux and the French Line. Sixty-seven invited guests participated in the affair, including Harry Rudnick, secretary and treasurer of the National Association of Hotel and Restaurant Meat Purveyors, Chicago; Henry R. Luce, editor-in-chief, Life-Time-Fortune; Clare Booth Luce, former U.S. ambassador to Italy, and Ted Patrick, editor, Holiday Magazine. The dinner reportedly took more than a month to prepare.

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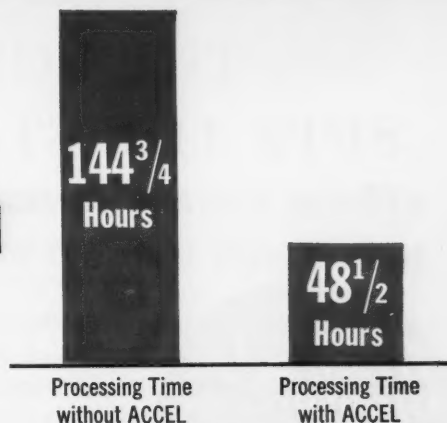
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Processing Time
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ACCEL is MIB approved for Summer Sausage, Thuringer, Cervelat, Salami, Pork Roll and Lebanon. Send for free sample and technical information.

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zel's "Salesman of the Year" in 1952. His father, the late HOMER HUSTON, was associated with the meat packing business for 45 years and served as Stark & Wetzel beef manager for 18 years prior to his death in 1955.

PLANTS

A plant expansion and improvement program estimated to cost \$100,000 is underway at Sheridan Meat Co., Sheridan, Wyo., ARTHUR F. HUFFORD, president and general manager, has announced. The 63-year-old packing company employs about 20 workers.

John Morrell & Co. has completed extensive modernization of buildings and equipment at its Fort Worth (Tex.) plant, J. B. McLEOD, manager, announced. He said the plant, formerly known as Blue Bonnet Packing Co., has been completely renovated since it was purchased by Morrell in May, 1956. Two new stainless steel smokehouses and new sausage manufacturing and bacon slicing equipment have been installed. All offices have been air-conditioned, and other facilities also have been modernized and expanded. The MID-inspected plant slaughters cattle and processes a wide variety of products.

Jamestown rendering Co., Frewsburg, N. Y., has been granted a charter of incorporation listing capital stock of 200 shares, no par value. Directors are CHARLES F., EDWARD H. and CLARENCE G. STAPPENBECK. Wickes, Snider & Weidman, 830 Times Square bldg., Rochester, N. Y., filed the papers.

Fire of undetermined origin caused damage estimated at \$5,000 recently at Kansas City Sausage Co., Kansas City, Mo.

Prairie Packing Co., Carlinville, Ill., has discontinued operations. ENOS WATERS has been placed in charge of the plant until the board of directors decides upon the next step. ED LEACH is president of the firm.

Rogger Meat Packing Co. has been established at 2401 S. 28th st., Philadelphia, by HARRY V. CARAMANICA.

TRAILMARKS

C. C. VENABLE, controller of Morton Packing Co., Louisville, has been elected vice president of the Louisville control of the Controllers Institute of America. At the annual meeting of the organization's Chicago control, DON C. BURKHOLDER, assistant comptroller of Swift & Company, was chosen secretary. New directors of local controls of the in-

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ASSURES GOOD CUSTOMER RELATIONS . . . your meat arrives in the same condition it leaves your plant;
REDUCES LOSS in packaging . . . CINDUS meat covers slip on quickly and easily without ripping;

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stitute include **EDWARD G. NETSCHER**, comptroller of Lykes Bros., Inc., Tampa, (Florida control), and **KENNETH R. WOODRUFF**, vice president and secretary, Hygrade Food Products Corp., Detroit. The institute is a non-profit management organization of controllers and finance officers from all lines of business.

The first divisional meeting of the NIMPA Accounting Conference was held August 9 when the eastern division met in the Hotel New Yorker, New York City, to discuss some current problems in the industry and how they affect the NIMPA accounting manual. **JOHN G. STEPHEN** of Arbogast and Bastian Co., Allentown, Pa., is national vice president of the Accounting Conference.

"In the 27 years he has worked for the company, he has never missed a scheduled sales trip for any reason," said **E. D. DUNLOP**, president of Dunlop Meat Products, Inc., Mankato, Minn., in presenting an American Meat Institute silver service emblem to **HAROLD E. WASS**. Wass has been with the firm since 1930.

The expenditure of Swift & Company for material-handling equipment has averaged more than \$500,000 a year for the past three years, according to the current issue of *Swift News*. The equipment ranges from small walk-along electric units to large diesel tractors costing up to \$25,000.

DEATHS

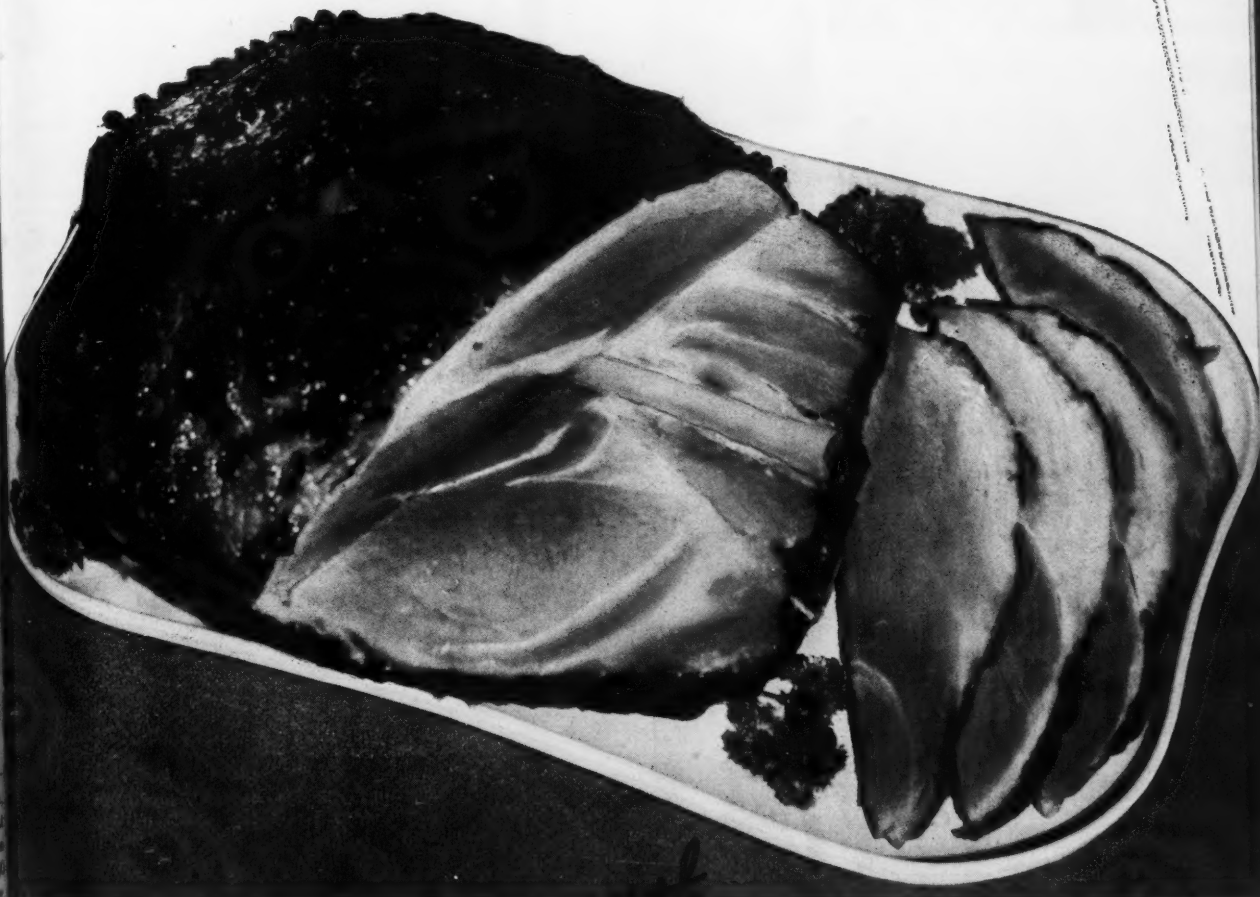
CHARLES H. UNGERMAN, who is credited with founding the first meat packing plant in the southeastern United States, died recently in Birmingham, Ala., at the age of 92. Ungerman and his brother-in-law, **J. P. PHILLIPS**, established Birmingham Packing Co. in 1888. The firm was sold to Armour and Company in 1933, and Ungerman then went into the real estate business. Survivors include two daughters, **Mrs. W. J. HANNA** of Birmingham and **Mrs. WILLIAM R. TYLER** of New Canaan, Conn., and two sons, **CHARLES H., JR.**, of Winchester, Mass., and **KENNETH A.** of Miami, Florida.

CHARLES HEINZELMAN, 75, president of Hubbell Corp., Mundelein, Ill., suffered a fatal heart attack in his office August 2. He had been affiliated with the company for 40 years. Survivors include the widow, **EVELYN**, and a son, **JOHN**.

W. E. VAUGHN, 51, who operated Vaughn Meat Packing Co., Greer, S. C., for the past ten years, died after an illness of about two months.

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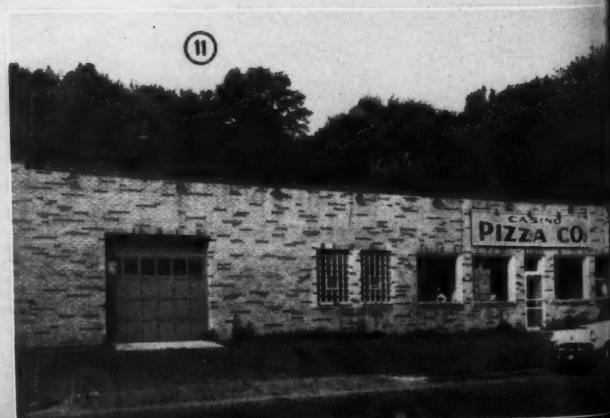
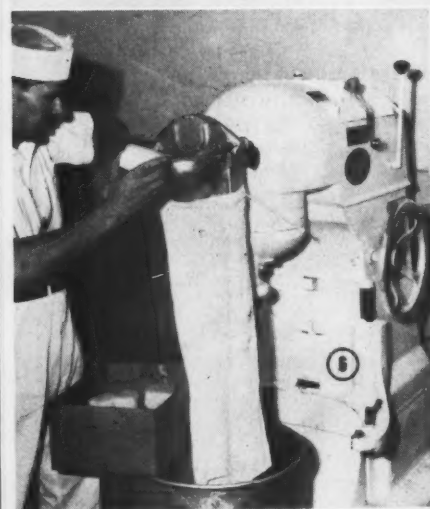
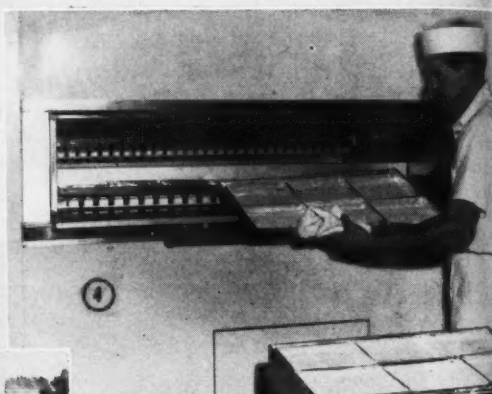
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Pizza Made Ready to Heat



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JIM Graziano had a treasured family recipe for pizza. He reasoned that the Italian dish, which has gained wide acceptance as both a snack item and main meal in taverns and pizzerias, could well follow the pattern of other specialty foods such as chop suey and become a consumer convenience item.

In addition to a ready market among consumers, a consumer size package, Graziano believed, also would have additional sales potential

y to Heat and Serve

in bars that would like to serve pizza with a minimum of fuss. For maximum appeal to the consumer, he decided to make the pizza as a frozen, heat and serve item.

Graziano interested a group of St. Paul, Minn., businessmen and with their aid built the plant of Casino Pizza Co., South St. Paul, which opened last spring as one of only four or five federally-inspected pizza plants in the nation. Among the group of backers is George Heimel, who heads several other meat enterprises in the Twin Cities area and is a director of Drover's State Bank, South

1. Jim Graziano places dough lumps in refrigerator to chill before sheeting.
2. Chilled dough lump is sheeted by machines.
3. The sheets are cut to pan size and carefully placed in the aluminum pans.
4. Graziano removes pan of baked crusts.
5. One employe spreads the sauce over the crust, another then scoops cheese on top of the sauce, a third adds sliced sausage, and a fourth places pan in multi-colored carton.
6. Cheese is grated for pizza with attachment of dough mixer.
7. Graziano drains cooked pizza sauce from the kettle for chilling in the cooler.
8. Graziano checks the temperature of the baking links of Italian sausage.
9. Employe slices the links of chilled sausage.
10. George Heimel, vice president, displays face of carton alongside pans filled with the sauce.
11. Modern plant has large window front that allows pedestrians, motorists to view operations.

St. Paul. Graziano is general manager of the company.

With the cooperation of the Sutherland Paper Co., an attractive multi-colored side wall carton with a platter display was designed as the package. The side walls protect the pie pan.

The plant, a modern brick structure, has large windows which permit a view of the manufacturing operations.

Adjacent to the manufacturing area is the dry storage area in which cartons, sauces, spices, etc., are stored.

The preparation of the fully-cooked pizza pie begins with manufacture of the dough in a modern dough mixing machine. After mixing, the dough is further hand kneaded, divided into suitable chunks, placed on aluminum pans and put in a refrigerator. Chilling improves the workability of the dough and its flavor, Graziano explains.

After chilling, the dough is fed through two sheeting machines which flatten the dough lump into a sheet of a uniform thickness. Sheeting is a two-stage operation with the dough passing from one machine to the next. As the dough is discharged, it moves past cutters which cut the dough into vertical strips and trim the ragged edges. The dough strip then is cut by hand to pan size and fitted into the aluminum pans in which the consumer heats the pie.

The dough-lined pans are put on a larger aluminum pan and placed in a revolving reel oven. After baking, the pans are removed, placed on a shelf truck and moved into the large freezer for chilling. The pie crust is chilled to remove its heat, which can be done quicker with the unfilled pan. If the crust were allowed to cool to room temperature, filled and then cartoned, the final freezing would have to be done against the insulating properties of both the carton and shipping container, observes Graziano.

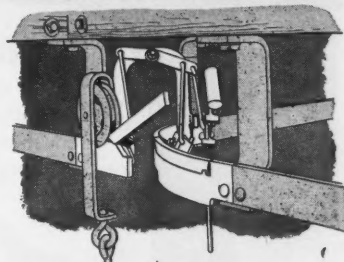
The chilled crust-lined pans are filled with pizza ingredients, all of which have also been chilled. First a measured amount of pizza sauce is placed on the crust and leveled to cover it. The sauce and Italian sausage, which is made to the plant's specifications, are the heart of the pizza dish, says Graziano. The sauce is made according to a carefully guarded recipe by Graziano in the firm's stainless steel kettle.

On top of the sauce a fixed amount of chewy Italian cheese is added. The cheese serves three functions: it makes weight for the non-meat part of the pizza; it absorbs some of the moisture of the sauce, and, of course, it also contributes to the pizza flavor. In the next step, an employe weighs and sprinkles sliced Italian sausage over the pie. In the final step, grated Italian cheese is sprinkled in a liberal measure over the sausage.

The ready-to-heat pie is inserted into a Sutherland carton, which is tab-locked. Twelve of the consumer units are placed in a shipping carton, which also carries the firm's logo and picture legend in color. The shipping cartons are then placed into the blast

Le Fiell All-Steel Switches FOR ECONOMY

Le Fiell Automatic Switch saves labor costs



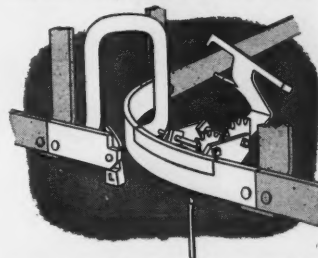
Smooth automatic load switching Rugged all-steel construction

The Le Fiell automatic track switch directs meat loads to the right track, smoothly, automatically and safely. As the load approaches it closes the switch. Built of heavy steel, to last a lifetime without maintenance, the Le Fiell automatic switch was designed by skilled packing plant engineers to give you more profit through quicker, safer meat handling.

The Le Fiell Automatic Switch is easy and economical to install. Comes as completely assembled unit, including curve, ready to bolt or weld in place. All joints are made at track hangers for accurate alignment with adjoining rail.

Available for 1R, 1L, 2R, 2L, 3R, 3L for $\frac{3}{4}$ " x $2\frac{1}{2}$ " or $\frac{1}{2}$ " x $2\frac{1}{2}$ " track.

Le Fiell All-Steel Gear-Operated Switch



For Trouble-Free Switching

Here's a rugged track switch you can really depend on. Won't break, needs no maintenance. Assures a smoothly operating track system—no more shutdowns, no more expensive time lost for annoying track breakdowns.

The safe gear-operated feature gives you positive control, as the switch is fully "closed" or fully "opened."

Easy to add to your present track system, the Le Fiell all-steel switch comes as completely assembled unit, including curve, ready to bolt in place. All joints are made at track hangers for accurate alignment with adjoining rail. Saves three-fourths installation time.

Available in all types for $\frac{3}{4}$ " or $\frac{1}{2}$ " x $2\frac{1}{2}$ ", $\frac{1}{2}$ " x 3" or 1-15/16" round rail.

Write:

Le Fiell Company

1473 Fairfax Ave., San Francisco, Calif.

LEFIELL

PRODUCERS OF WASTE SCRAP AND FISH PRODUCTS...

...will find the **ALAMASK®**

odor control chemicals excellent for the abatement of malodors, whether they be air-borne from operation stacks or from effluent and condensate liquors to stream.



If you are troubled by obnoxious odors, why not contact our main office or nearest branch for further information, samples, and technical assistance from our odor engineers.

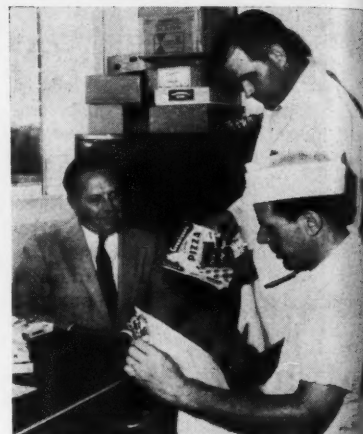
Rhodina

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INC. New York 22, N. Y.

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CANADA: NAUGATUCK, MONTREAL

MEXICO: COMERCIAL REKA, MEXICO CITY



PRODUCTION FIGURES are being checked by Arthur J. Hansen, president; Norman R. Boe, MID meat inspector, and Jim Graziano, general manager of South St. Paul firm.

freezer through a small Jamison freezer door. The freezer also has a large Jamison freezer door that is used to get a load of cartons out of the freezer. By the use of the cooler door for loading, the heat introduction is held to a minimum.

The various ingredients for the pizza pie are prepared in advance. The sausage, which is purchased in strand lots, is baked, chilled and then sliced. The cheese is ground with an attachment fixed to the dough mixer. The sauce is blended and cooked. All are added as chilled items, again lessening the load on the freezer. The ingredients are stored and chilled in a smaller walk-in cooler.

The carton has a large platter display of the pizza on its face and several serving suggestions on the back panel. It is printed in multi-colors and carries the firm's brand legend, "Graziano Casino Pizza," an inspection legend and price island.

The back side of the box, which uses the lively and vivid colors of green, blue, red, and yellow, has around-the-clock serving suggestions, such as preparing the item as a quick lunch or dinner, as the stay-out-late snack or the festive dish at a party. On top of the back panel, in dark blue overprinted on a light blue background, are the cooking instructions. The oven should be preheated and in 15 min. the product is piping hot with the cheese melted and the crust browned. All the side panels carry the brand legend. The face of the package carries the picture of the heated product in natural color.

Consumer acceptance of the new heat and serve item is excellent, says George Heimel. The firm anticipates increasing its production as its distribution channels are expanded.

A good seasoning is the secret of good sausage . . . but it's no secret that AROMIX high quality

packs a sales wallop!

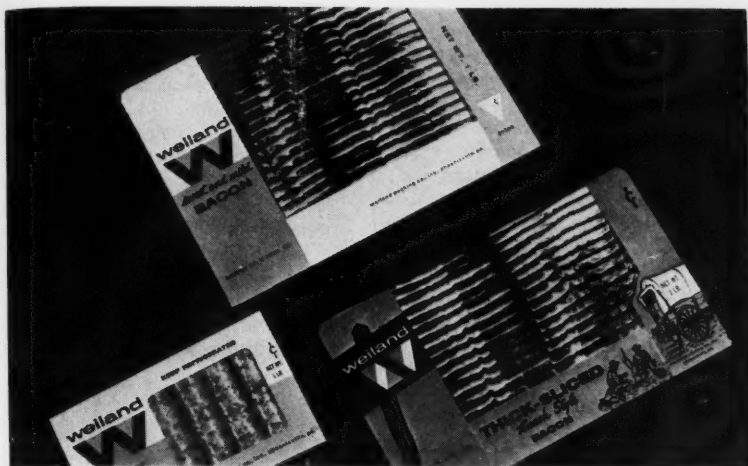
seasonings and specialties provide the sales punch your quality sausage and loaves deserve. Go a "round" or two with AROMIX.

AROMIX CORPORATION

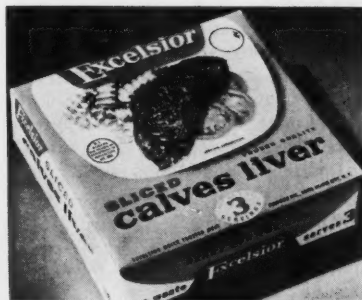
1401-15 W. Hubbard St. • Chicago 22, Ill. • MOnday 6-0970-1

Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



INSTANT RECOGNITION of brand and product are important features of newly-designed meat packages recently introduced by Weiland Packing Co., Inc., Phoenixville, Pa. Cartons were designed by the Baker/Johnson & Dickinson advertising agency of Milwaukee and manufactured for Weiland by Marathon Corp., Menasha, Wis. Large windows are provided for product display and clean art treatment of a block "W" for immediate brand identity.



NEWLY-DESIGNED package for calves liver of Excelsior Quick Frosted Meat Products, Inc., Long Island City, N. Y., has light purple background and full-color serving suggestion. Wax overwrap was designed by Jay Kent and produced by Western Waxide Specialty Packaging division, Crown Zellerbach Corp., San Francisco. Kent and Western Waxide also are responsible for other new packages introduced earlier this year by Excelsior as forerunners of new family design for the New York firm's frozen products.



NEW SERIES of full-color, high-gloss folding cartons is playing key role in national sales and distribution drive for Ranch Hand frozen meat, packed by Chip Steak Co. of Oakland, Calif., and Kansas City, Mo. Line includes pork chops, cube steaks, beef for stew, beef steaks, ground beef, minute steaks and breaded veal cutlets. Cartons, designed and lithographed by H. S. Crocker Co., Inc., feature full-color product vignettes, background of vivid yellow and predominance of red in overprinting. Each carton carries same brand name logotype and Ranch Hand caricature for continuity. Packages have that extra "color punch" to stand out in self-service display case.



FOR ITS delicatessen customers in the metropolitan New York area that cannot support a red meat counter, Nagel, Inc., sausage manufacturer of Brooklyn, is supplying a line of fresh frozen meats—center-cut pork chops, sirloin strip steaks, cube steaks, hamburger patties, and wafer-type veal steaks. All frozen meats are packed in a simple film inner wrap and then inserted into highly bleached and heavily waxed cartons with twin locks. These cartons are designed to make effective use of large white areas to set off an appetite-appealing illustration, which is a full-color suggested serving of the product. Carton carries cooking instructions. Packaging designed and lithographed by Milprint, Inc.

Firm 'Sold' on Future of Frozen Convenience Foods

Sales of "TV" brand dinners this year have exceeded even the most optimistic sales forecasts of Campbell Soup Co., Camden, N. J., Crawford Pollock, the firm's product marketing manager for frozen foods, told an insurance advertising conference at Spring Lake, N. J.

The principal factor contributing to the spectacular success of the dinners, said Pollock, has been a social-economic climate extremely favorable to the growth of convenience foods in general and frozen convenience foods in particular. He cited the growth

of electrical appliances, diminishing supply of domestic help, increase in employment of the married female, and much higher disposable income as chief contributing factors to the accelerated growth of convenience foods in recent years.

Encouraged by the great acceptance of the dinners and the firm's other frozen convenience foods, such as meat pies, Campbell Soup Co. has been market testing two entirely new groups of frozen meals in seven test markets since last October, Pollock told the group.

"Main courses", which are individual servings of meat, poultry or fish and a vegetable, and "casseroles",

which are servings for two of typical casserole recipes, have shown very satisfactory growth, Pollock said, and have further indicated to his company the tremendous potential for this type of easy-to-serve food product.

Wilson Launches 'Cool Trick' Sandwich Spread Promotion

The answer of Wilson & Co., Inc., Chicago, to the problem of a "cool trick for a hot day" in August will be a ham and chicken salad spread and bread promotion.

The firm is using the "cool trick" theme in its biggest promotion for the two sandwich spreads. New orange foil labels, reusable jars and specially designed "easy-off" lids also are being emphasized.

In some markets, Wilson has tied in advertising and store promotion pieces with local bread companies. Pictures of the ham and chicken salad



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SIoux CITY DRESSED BEEF, Inc.

1911 Warrington Road

Sioux City, Iowa

U. S. Govt. Inspected Establishment No. 857



LID-LIFTER premiums are being offered.

jars appear on the end label of each loaf of bread. Ward, Zinsmaster and Southern Baking Companies are among participating bread firms.

A lid-lifter premium that opens any capped jar is being offered for 25¢ and a ham or chicken salad lid.

The White Cap Co. made the lids; Owens-Illinois Co. made the jars, and Roto-Gravure Packaging, Inc., produced the new labels.

Omaha Firm to Introduce Frozen 'Diet Dinners'

Frozen "diet dinners," said to be the first calorie-counted meals ever packaged, will be introduced nationally in August by Ocoma Foods Co., Omaha. The line will include frozen beef, turkey and chicken dinners in 12-oz. packages.

William E. Carey, Ocoma executive vice president, said the dinners average 48 per cent fewer calories than the same varieties of regular frozen meals. Total calorie count is

SELLS ITSELF!



Top quality lithography keeps Continental meat cans moving from shelf to sales!

A product that can't catch a customer's eye in these self-service days takes a long time to reach the check-out counter. That's why so many meat packers prefer cans by Continental. Colorful lithography — produced by Continental craftsmen — makes each can a handsome salesman with plenty to sell. Your sales message is attractively displayed . . . your luncheon meat is appetizingly pictured right on the can. Let our lithographers show you how they can give your product more eye appeal . . . more sales appeal!

NEW KING SIZE Continental luncheon meat cans are available in the new economical 16-ounce King Size as well as the standard 12-ounce size.



Eastern Division: 100 E. 42nd St., New York 17 • Central Division: 135 So. La Salle St., Chicago 3
Pacific Division: Russ Building, San Francisco 4

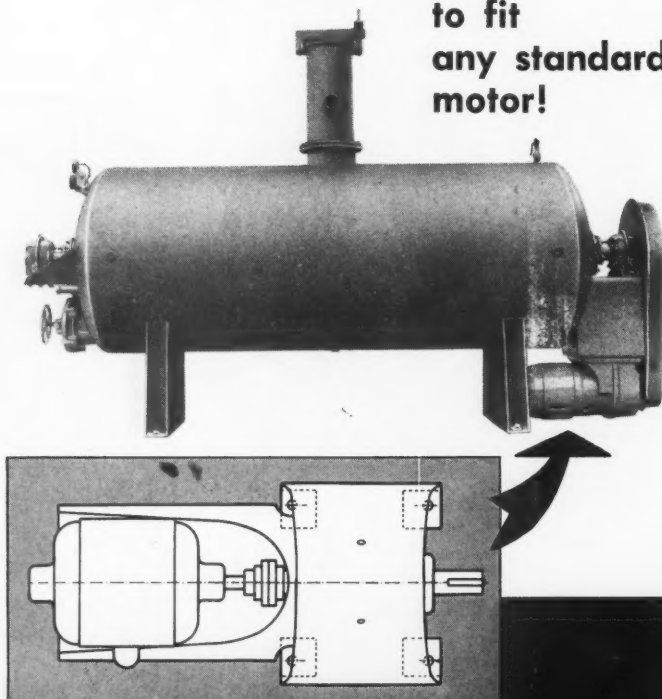
NOW

The Dupps Space Saver

Available with

Gear Reducer

to fit
any standard
motor!

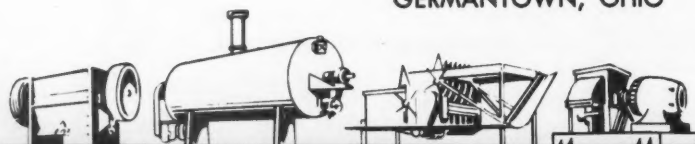


Yes, the Dupps "Space Saver" is now available as illustrated above with a separate gear reducer that can be used with any standard electric motor. All the features, more and better production in less space, are still available.

Write or phone for details.

THE DUPPS CO.

GERMANTOWN, OHIO



MANUFACTURERS OF
RENDERING AND SLAUGHTERING EQUIPMENT

printed on the overwrap, which also features an illustration of the meal ready to serve in its aluminum foil tray. The roast beef dinner includes mushroom gravy as well as corn and green beans.

Ocoma is using consumer, trade and medical journal advertising to introduce the new line, pointing up in the latter that the diet dinners are intended for people who are "not fat but should weigh 10 to 15 lbs. less."

Packaged Meat Items Carry Tableware Premium Offer

What is said to be the first continuing premium offer ever employed in connection with packaged meat is being used by Geo. A. Hormel & Co., Austin, Minn., to boost the sale of sliced bacon, franks and pork sausage.

A coupon with the value of one, two or four points is printed on the back panel of each package. The premium, a five-piece place setting of stainless steel, may be obtained by sending coupons worth ten points and \$1.50 to International Silver Co. Hormel has its own pattern, called "Symmetry," for the continuing premium promotion.

A continuing premium offer is one in which the plan continues without a time limit. While a number of manufacturers have used tableware as premiums, its use heretofore has been on products not purchased as frequently as are packaged meat items, according to Hormel. "Dealer acceptance of the Hormel promotion has been tops," the company reports.

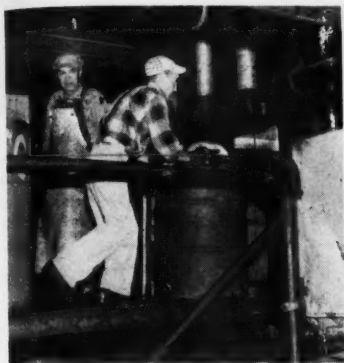


FOUR THOUSAND cheese-furters were sold in three days at Brandeis Store, Omaha, in a promotion with The Cudahy Packing Co., Omaha. At left is Harry G. Johansen, Cudahy manager of production and sales of fresh sausage. W. C. McLain, manager of restaurants and cafeteria for Brandeis, is in center. Pointing to Hot Dog Davey on the sign is Mrs. Ginette Ducros, one of six young ladies retained by Tee-Pak, Inc., to promote July National Hot Dog Month.

Operations

Winch-Operated Platform Simplifies Drum Loading

A simple winch-operated platform simplifies drum loading at the Landy Packing Co., St. Cloud, Minn. The platform lifts approximately six to eight drums at one time from the floor



PLATFORM CAN lift six to eight drums.

level to a height above that of a truck being loaded. A hinged apron bridges the gap between the platform and the truck. The loaded drums are slid from the platform to the truck via this decline apron.

The need for devising some way of loading a truck came about as the firm started its dressing operations in its new plant (see the NP of August 3, 1957). All inedible materials are chuted to the basement level for truck pickup by an outside renderer whose trucks back into this basement level via a sloped driveway. How to load the filled drums onto the truck was an immediate problem, which the platform solved for the company.

Hinged Covers for Hooks Protect Passing Employees

Tearing of frocks or other clothing and occasional slight cuts of the hand or arm were the major hazards encountered with the fancy meat trucks at the Reitz Meat Products Co., Raytown, Mo.

While major emphasis at the plant is on sausage production, the firm does conduct a slaughtering operation in which fancy meat trucks are used for moving tongues, livers, etc., from the dressing floor to the chill and then the pack coolers.

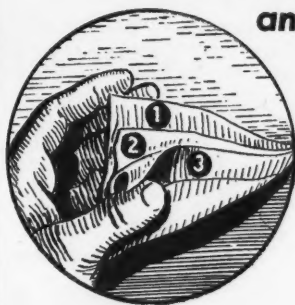
At times, management found that the cleaned trucks, which normally belong in the cooler or dressing department, were in the order assembly cooler or in the aisle connecting the

Have you seen the colorful new PATAPAR LUSTER PARCHMENT WRAPPERS

FOR HAM AND BACON?

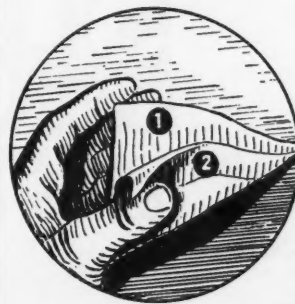
Brilliant glossiness plus colorful printing give these Paterson combination wrappers extra glamour...extra sales appeal. And, their barrier qualities provide utmost product protection!

PRE-COMBINED for economy
and easy handling



Paterson TRIP-L-WRAP®

1. Outside printed wrap of Patapar Luster Parchment—high wet-strength, grease-resisting.
2. Middle sheet of Paterson Sorb-Pak.
3. Inside grease-proof barrier of Patapar Vegetable Parchment.



Paterson DU-L-WRAP®

1. Outside printed wrap of Patapar Luster Parchment—high wet-strength, grease-resisting.
2. Inside sheet of Paterson Absorbent or Sorb-Pak.

Different combinations of other Paterson papers also available

These pre-combined wrappers are complete units bound together at one edge with adhesive. There is no lost time

in collating—no waste motion. Here's a big time and money-saving short cut in the whole wrapping operation. And only one paper inventory instead of two or three.

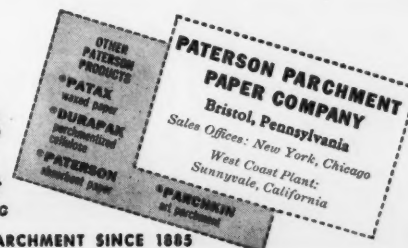
We will reproduce your present wrapper design, or if you wish, we will design a new and colorful wrapper for you.

For details and samples, write us on your business letterhead. Mention Patapar Luster Parchment and tell us your requirements.

Patapar®
Vegetable Parchment

HI-WET-STRENGTH • GREASE-RESISTING

HEADQUARTERS FOR VEGETABLE PARCHMENT SINCE 1885



were sold
Omaha, in
Packing Co.,
Johansen,
and sales
manager
Brandeis.
Dog Davey
os, one of
-Pak, Inc.,
og Month.

older part of the plant, which contains the slaughter operations, with the new addition housing the sausage kitchen. (See the NP of May 18, 1957, for report on the new plant.) There was



HOOKS CAN'T snag with covers down.

always the risk that the sausage or order assembly personnel might damage their clothing or even hurt themselves on the exposed sharp hooks of the fancy meat trucks.

At the behest of Harry J. Reitz, jr., vice president, the plant's mechanical department attached a series of protective metal covers above each of the rows of hooks on the trucks;



Milwaukee Journal Photo

HUGE COMPRESSOR, which requires entire railroad flat car for shipment, is one of ten such units produced by The Vilter Manufacturing Co., Milwaukee, for delivery to Armour and Company, Chicago. The ten 25-ton compressors have enough capacity to cover a three-acre area with ice 1-ft. deep every 24 hours. Note size of men in comparison.

the covers are hinged to a rod that extends slightly from the frame of the trucks. When product is placed on the hooks, the covers are flipped upward and remain in this position. When product is removed, the lids are flipped down, covering the hooks.

Management believes that whenever fancy meat trucks move in areas outside the immediate dressing de-

partment, the protective covers are worthwhile safety additions.

Split on 'Good Faith' Curb

The Senate judiciary committee, divided over the bill (S-11) to restrict the "good faith" defense to Robinson-Patman Act price discrimination charges has sent the bill back to its antitrust committee for revision.



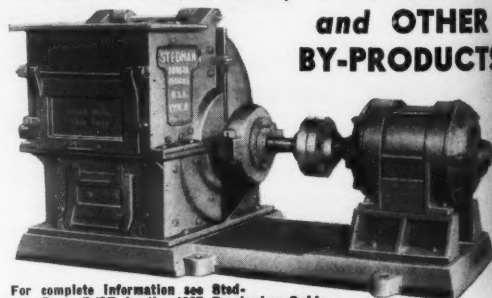
NEW Patty Paper that doesn't stick to frozen meat

Quicker handling of frozen meat is now possible with the new Mid-West Patty Paper. Mid-West double patty papers are strip laminated. They separate easily even when taken right out of the freezer and they peel right off of frozen meat.

Write today for samples and prices.

Mid-West Wax Paper Co.
FT. MADISON, IOWA

STEDMAN 2-STAGE GRINDERS for CRACKLINGS, BONES, DRIED BLOOD, TANKAGE and OTHER BY-PRODUCTS



For complete information see Stedman Page F/ST in the 1957 Purchasing Guide

Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers—also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

Builders of Dependable Machinery Since 1834

STEDMAN FOUNDRY & MACHINE COMPANY, INC.

Subsidiary of United Engineering and Foundry Company
General Office & Works: AURORA, INDIANA



CUSTOM MADE...

Custom made to fit your needs as accurately as the formulation of a chemical prescription. U-cop-co Gelatine is tailored to the specific needs of your product with skill and care—under conditions of complete control, assuring absolute uniformity and fidelity to specifications. Yet, U-cop-co costs no more.

U-cop-co

WILSON'S

**HIGH TEST
PURE FOOD**

Your inquiry is invited regarding recommendations for your particular use for gelatine.

UNITED CHEMICAL AND ORGANIC PRODUCTS

Division of Wilson & Co., Inc.

Plummer St. and Wentworth Ave., Calumet City, Illinois

GELATINE

Flashes on suppliers

SAWYER TOWER, INC.: J. BRUCE AYER, formerly attached to the clothing division, headquarters sales, of this protective and safety clothing manufacturing company at Boston, has been transferred to Chicago, according to an announcement by A. K. M. HORTON, sales manager. Ayer's new duties will be zone representative, covering eleven midwestern states—Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, Kansas, Nebraska, North and South Dakota.



J. BRUCE AYER

CRUCIBLE STEEL COMPANY OF AMERICA: JOHN W. SLATTERY has been appointed general supervisor, stainless steel field sales, a newly-created position. He will maintain offices at the Crucible headquarters in Pittsburgh, Pa.

TRANTER MANUFACTURING CO., INC.: Appointment of BRUCE F. BALCOM as assistant service manager, Kold-Hold division, has been announced by JAMES R. TRANTER, president. Balcom will be responsible for co-ordinating activities of the newly-organized Kold-Hold service department, such as maintenance of parts inventory, establishment of educational programs for dealers, service men and field representatives, and the preparation of service manuals.



BRUCE BALCOM

GOODYEAR TIRE AND RUBBER CO., FILMS AND FLOORING DIVISION: Appointment of two new Chicago field representatives has been announced by A. F. THOMAS, eastern division regional manager. RICHARD T. CLATTERBUCK has been assigned to packaging film sales and ANTHONY G. DUBRICK to flooring sales. Dubrick had 15 years' sales experience in allied industrial fields before joining Goodyear. Clatterbuck joined the organization last year.

KADISON CO.: WILLIAM DRAANEY has been appointed to head the technical aspects of the parent company, as well as its two subsidiaries Kadison-Schoemaker Laboratories and Kadison Bros. FRANK A. MURPHY has been made a vice president, in charge of the midwestern sales of phosphate blends in the meat industry for all Kadison divisions. JOHN CORCORAN has joined the Kadison Co. sales force and will cover Iowa, Nebraska, Kansas and Missouri.

DOLE REFRIGERATING CO.: This pioneer firm in the industrial refrigeration industry has announced the election of HAROLD P. HANSEN to the office of executive vice president. Hansen has spent 17 years with Dole, starting in the factory and progressing through sales in executive capacities in Canada and in this country. He became Canadian branch manager at Brantford, Ontario, in 1948. Hansen was appointed assistant general manager of the company in 1956.



H. P. HANSEN

CERTIFIED FOOD COLORS

INDUSTRY'S STANDARD  FOR OVER 100 YEARS

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F.D. & C. ORANGE 1

"HERCULES"
Casiline Orange

"HERCULES"
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CASING COLORS

No. 2 Cherry Red
Primary Strength
LIGHT SHADE

"CLIMAX" Cherry Red
Primary Strength
MEDIUM SHADE

"ZENITH" Cherry Red
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DEEP SHADE

VEGETABLE COLORS

A 723
Casing Color

A 101
"CENTURY" Color
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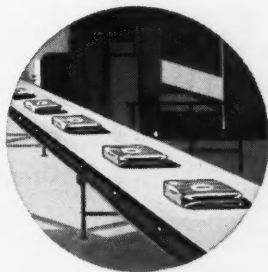
Film for franks does fourfold job



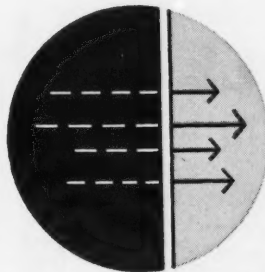
Cellophane's truly a wonder wrapper. Take AVISCO® DSB for instance—used especially for franks. Here's a film that's coated on both sides and does four jobs:



1. Gives you more wraps for your money than any other film used for packaging frankfurters.



2. Performs like a champion on high-speed wrapping machines—opens in a split second.



3. Allows gradual release of moisture to preserve peak freshness, eye appeal, and saleability.



4. Unitizes frankfurters in one firmly packed, easy-to-pick-up, easy-to-sell self-service package.

DSB prints beautifully, too (like all grades of Avisco cellophane). It gives colored inks new tone and richness, makes brand names stand out sharply.

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to spice up Bacon sales



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Oregon Issues State Meat Inspection Regulations

Regulations which will guide the full-time state meat inspection program in Oregon were signed recently by the state director of agriculture, Robert J. Steward. Copies have been sent to all slaughter plants and are available from the department headquarters at Salem to others interested.

The regulations were drawn following a series of six hearings held during the first two weeks of July. They follow the general pattern of proposals presented at the hearings, with only one major change.

This change modifies the proposal relating to the presence of uninspected meats in any establishment selling inspected meats, which was said not to be enforceable at this time. As written into the final regulations, uninspected meats may be received at slaughter plants only under conditions prescribed by the department.

The regulations governing the meat inspection program have the same weight as law. Penalties are provided for violation of the regulations as well as the provisions of the meat inspection law.

The first full-time inspections in the state started last week in slaughter plants in Jackson and Josephine counties. Steward said that other areas will be entered as fast as possible. Six members of the pilot inspection crew are training local men appointed as lay inspectors. Dr. Ray Mast is supervising the area training.

Petition Asks Hearings on Oregon Beef Commission

A petition for the creation of an Oregon Beef Commission has been filed with the state department of agriculture. The petition, sponsored by the Oregon Cattlemen's Association, asks that hearings be conducted to determine whether such a commission is desired to help promote beef in the state.

Under the proposal, the program would be financed by a levy of not more than 10c per head of cattle, collected at the time of state brand inspection of animals sold for interstate movement or for slaughter.

Food Distributors to Meet

The 30th annual convention of the National Food Distributors' Association is set for August 12-15 at the Sherman Hotel, Chicago. The program will feature supermarket selling, institutional food distributing costs and food product packaging.

HYGRADE'S
BEEF - VEAL - LAMB
PORK

HYGRADE'S
ALL-BEEF
FRANKFURTERS

HYGRADE'S
ORIGINAL
WEST VIRGINIA
CURED HAM

HYGRADE'S
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Automatic smokehouse-control unit generates both heat and smoke... circulates and recirculates the air-smoke mixture. Simple and safe to operate. Just fill the sawdust hopper, set the controls, and the SMOKE-TENDER does the rest. Gives perfect and uniform product every time. Qualified Koch Engineers will submit plans showing how a SMOKE-TENDER can be installed to the best advantage. No charge or obligation for this service. **Get all the facts... send for FREE 100 page Koch Catalog**

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ALL MEAT . . . output, exports, imports, stocks

Meat Output Second Smallest of Year

Production of meat last week declined to its second smallest full-week volume of the year. Output for the period at 354,000,000 lbs. was down about 12,000,000 lbs. from that for the previous week and last year, which for both weeks amounted to 366,000,000 lbs. Slaughter of all meat animals declined, with that of cattle off by about 5,000 head from the previous week and last year. Hog slaughter at 915,000 head, was about 17,000 head smaller than for the week before and about 54,000 head below last year. Calf slaughter also fell below that for the previous week, and last year. Slaughter of sheep and lambs was up for the week, but smaller than a year ago. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
Aug. 3, 1957	385	201.4	915	123.1
July 27, 1957	390	204.7	932	129.5
Aug. 4, 1956	390	206.3	969	127.9

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Aug. 3, 1957	135	18.4	265	11.4	354
July 27, 1957	140	18.3	260	11.2	346
Aug. 4, 1956	144	19.9	267	11.6	366

1950-57 HIGH WEEK'S KILL: Cattle 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-57 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Aug. 3, 1957	955	523	241	134
July 27, 1957	960	530	249	139
Aug. 4, 1956	963	529	237	132

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. Mil. lbs.
	Live	Dressed	Live	Dressed	
Aug. 3, 1957	245	136	90	43	34.8
July 27, 1957	237	131	88	43	35.0
Aug. 4, 1956	253	138	90	43	33.6

AVERAGE WEIGHT AND YIELD (LBS.)

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Aug. 3, 1957	955	523	241	134
July 27, 1957	960	530	249	139
Aug. 4, 1956	963	529	237	132

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. Mil. lbs.
	Live	Dressed	Live	Dressed	
Aug. 3, 1957	245	136	90	43	34.8
July 27, 1957	237	131	88	43	35.0
Aug. 4, 1956	253	138	90	43	33.6

ACTUAL FEDERALLY INSPECTED SLAUGHTER AND REVISED ESTIMATE OF MEAT AND LARD PRODUCTION BY WEEKS, IN JUNE, 1957

Week ended	Cattle Kill 000's	Beef mil. lb.	Calves Kill 000's	Veal mil. lb.	Hogs Kill 000's	Pork mil. lb.	Sheep and Lambs Kill 000's	L & M mil. lb.	Total meat mil. lb.	Lard Yield lb.	Total mil. lb.
June 8...	384	206.2	136	17.3	1,045	146.4	278	12.5	385.4	15.1	40.0
June 15...	392	213.6	139	18.1	1,039	145.6	288	13.0	390.3	15.3	40.0
June 22...	372	202.6	128	16.6	941	132.8	247	10.8	362.8	15.0	35.9
June 29...	360	200.0	127	16.8	959	133.5	224	10.1	360.4	15.4	37.5

CHICAGO LARD STOCKS

Lard inventories in Chicago on July 31 totaled 37,059,892 lbs., according to the Chicago Board of Trade. This volume compared with 39,646,516 lbs., in storage on June 30 and 84,185,956 lbs. on July 31, 1956.

Lard stocks by classes (in pounds) appear in the table below:

	July 31 1957	June 30 1957	July 31 1956
P.S. Lard (a)	28,169,718	30,618,790	64,205,745
P.S. Lard (b)			
Dry Rendered			
Lard (a)	6,430,074	6,435,488	17,933,211
Dry Rendered			
Lard (b)			
Other Lard	2,460,100	2,592,238	2,047,000
TOTAL LARD	37,059,892	39,646,516	84,185,956

(a) Made since October 1, 1956.
(b) Made previous to Oct. 1, 1956.

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of live-stock in California, June, 1957-56 compared, as reported to THE NATIONAL PROVISIONER:

	June 1957	June 1956
Cattle, head	37,333	39,767
Calves, head	25,088	24,023
Hogs, head	16,501	19,398
Sheep, head	41,497	40,767

Meat and lard production for June, 1957-56 (in lbs.) were:

	June 1957	June 1956
Sausage	5,820,103	5,139,885
Pork and beef	7,847,396	8,185,682
Lard, substitutes	616,055	613,243
Totals	14,283,554	13,938,810

As of June 30, 1957, California had 112 meat inspectors. Plants under state inspection totaled 344, and plants under state approved municipal inspection totaled 94.

MEAT EXPORTS-IMPORTS

Exports of most meat products from the United States in May declined from volume shipped out in the same month of last year. Imports on the other hand, were mostly up.

Exports of fresh or frozen beef and veal at 1,122,546 lbs. were up from 666,205 lbs. last year, but those of pork hams and shoulders fell to 1,235,470 lbs. from 1,435,248 lbs. a year earlier. The outward movement of lard declined to 65,696,141 lbs. from May 1956 exports of 68,955,247 lbs. Exports of inedible tallow at 101,417,948 lbs. compared with 124,634,866 lbs. in May 1956.

On the import side, inshipments of canned beef at 9,557,074 lbs. were more than double the 4,428,347 lbs. a year earlier. Imports of canned and cooked hams and shoulders fell to 7,434,640 lbs. from 9,995,570 lbs. last year. The USDA report on exports and imports of meat products is as follows:

Commodity	May 1957 Pounds	May 1956 Pounds
EXPORTS (Domestic)—		
Beef and veal—		
Fresh or frozen		
(except canned)	1,122,546	666,205
Pickled or cured		
(except canned)	2,023,431	1,291,007
Pork—		
Fresh or frozen		
(except canned)	466,445	
Hams and shoulders,		
cured or cooked	1,235,470	1,435,248
Bacon	158,011	
Other pork, pickled,		
salted or otherwise		
cured	3,142,011	5,062,779
Sausage, bologna &		
frankfurters (except		
canned)	733,025	1
Other meats, except		
canned	6,190,518	8,873,144
Canned meats—		
Beef and veal	258,404	220,776
Sausage, bologna		
and frankfurters	698,770	274,131
Hams and shoulders	81,671	
Other pork, canned	1,330,581	300,201
Other meats and meat		
products, canned	531,724	1
Lamb and mutton		
(except canned)	127,568	1
Lard (includes rendered		
pork fat)	65,696,141	68,955,247
Tallow, edible	169,716	2,724,969
Tallow, inedible	101,417,948	124,634,866
Inedible animal oils,		
n.e.c.	352,631	
Inedible animal greases		
and fats, n.e.c.	9,915,720	9,680,000
IMPORTS—		
Beef, fresh or frozen	6,502,802	1,496,417
Veal, fresh or frozen	76,664	127,105
Beef and veal,		
pickled or cured	475,348	375,688
Canned beef (includes		
corned beef)	9,557,074	4,428,347
Pork, fresh or chilled		
or frozen	1,987,171	3,984,112
Hams, shoulders, bacon		
and other pork	153,521	412,339
Canned cooked hams		
and shoulders	7,434,640	9,995,570
Other pork, prepared		
or preserved	1,062,586	1,557,614
Meats, fresh, chilled,		
frozen, n.e.s.	283,842	10,800
Meats, canned, prep.		
or pres, n.e.s.	578,142	444,400
Lamb, mutton and		
goat meat	365,924	138,097
Tallow, inedible	240,000	60,000
Tallow, edible	719,355	

*Not reported separately. *Includes shortings (chief weight animal fat). *Not cooked, boned or canned or made into sausage. *Includes pork sausage. *Includes mutton tallow. Compiled from official records, Bureau of the Census.

PROCESSED MEATS . . . SUPPLIES

U. S. Meat Products Exports Up Last Year; Imports Down

The United States, one of the world's largest exporters and importers of livestock and meat products, last year shipped abroad \$366,716,000 worth of such commodities. This value was 10 per cent above the previous year's shipments of \$332,064,000. U. S. imports of livestock and meat products last year were valued at \$211,695,000, or 10 per cent less than the \$235,164,000 worth the year before.

Tallow and greases represented the largest single category of such U. S. exports last year, having a value of \$127,803,000 compared with \$113,803,000 for the year before. Imports of tallow and greases were valued at \$1,682,000, or many times the \$244,000 worth imported in 1955.

Exports of most items have increased almost steadily in the last few years, with percentages in 1956 up as much as 559 over valuation for 1954, while exports of other items have declined. Imports, for the most

part, have declined in valuation, being as low as 57 per cent in 1956 of the 1955 valuation, as in the case of lamb and mutton.

Exports and imports of the various livestock and meat products by items, with accompanying valuations are listed below as follows:

Commodity	1954	1955 \$1,000	1956
Exports:			
Tallow, greases	97,218	113,443	127,803
Lard	83,878	76,006	79,523
Hides, skins	54,405	66,464	56,918
Beef, veal	9,234	10,835	24,554
Pork, pork prod.	16,512	17,112	19,325
Variety meats	10,354	13,183	18,641
Mohair	2,409	6,168	13,474
Live animals	9,977	13,265	11,587
Sausage casings ¹	7,659	8,550	7,637
Processed meats	5,461	4,361	4,402
Horse meat	2,590	2,617	2,852
Totals	299,697	332,064	366,716
Imports:			
Pork	139,438	107,624	94,576
Hides, skins	44,534	46,806	52,301
Beef, veal	38,429	35,696	29,780
Live animals	17,323	28,973	15,759
Casings ²	12,221	13,114	15,050
Processed meats	1,676	2,141	2,223
Tallow, greases	178	244	1,682
Lamb, mutton	461	566	324
Total	254,260	235,164	211,005

¹Hog and cattle; surplus in the United States.
²Mostly sheep; deficiency in the U.S.

Meat Index Dips Again

Meats were among the consumer goods which declined in price during the week ended July 30, as the wholesale price index for the period settled to 96.3 from 97.5 for the week before. The average primary market price index declined a small fraction to 117.9 from its record high of 118.0 established for the previous week. Current indexes were calculated on the basis of the 1947-49 average of 100 per cent. The index on meats for the same week last year was 83.7 and on all commodities, 114.2.

Calif. Governor Signs Beef Council Bill Into State Law

A California Beef Council was created last month when Governor Goodwin Knight signed SB 1471, the beef promotion bill sponsored by the California Cattlemen's Association.

Adding a chapter to the agriculture code, the bill establishes a California Beef Council to administer a program of research, public information, and consumer education with funds received from deductions of 10c per head at the time of hide and brand inspection on all cattle and calves sold for slaughter.

Those who do not wish to participate in the plan may make application to the Director of Agriculture, Sacramento, for a certificate of exemption.

The bill becomes effective September 10, with the exception of provisions dealing with the collection of the 10c deduction which becomes effective Nov. 1—allowing time for producers to apply for certificates of exemption if they so desire.

Hog Ratio At 3-Year High

Live hogs, in their relationship to the price of corn, last week chalked up the highest ratio in more than three years. The hog-corn price ratio based on barrows and gilts at Chicago for the week ended August 3, rose to 16.7 from 15.9 for the previous week and compared with 10.5 for the same week last year and the next higher one, 17.4, established for April 1954.

ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on July 31, 1957 totaled 8,362,656 lbs. of pork compared with 8,700,301 lbs. at the close of June and 8,073,840 lbs. a year earlier, the St. Louis Livestock Exchange has reported. Lard stocks totaled 2,279,363 lbs. compared with 2,784,197 lbs. a month before and 2,034,916 lbs. a year earlier.

DOMESTIC SAUSAGE

(1cl prices, lb.)

Pork sausage, bulk	
in 1-lb. roll	@49½
Pepper sausage, sheep casing,	
1-lb. pkge.	@67
Frankfurts, sheep	
casing, 1-lb. pkge.	@60½
Frankfurts, skinless,	
1-lb. pkge.	@51
Bologna (ring)	@51
Bologna, artificial cas.	@49
Smoked liver, hog bungs, 49½ @54	
Smoked liver, art. cas.	@42½
Polish sausage, smoked, 56 @65	
New Eng. lunch spec.	@70
Olive loaf	@51½
Blood and tongue	@56
Pepper loaf	@60½
Pickle & Pimiento loaf, 41½ @48	

SEEDS AND HERBS

(1cl prices)

	Whole	Ground
Caraway seed	21	26
Cominos seed	36	41
Mustard seed,		
fancy	23	
yellow Amer.	17	
Oregano	44	
Coriander,		
Moreno, No. 1	21	25
Marjoram, French ..	69	74
Sage, Dalmatian, ..		
No. 1	57	65

DRY SAUSAGE

(1cl prices)

Cervelat, chl. hog bungs.	96@	98
Thuringer	55@	57
Farmer	81@	83
Holsteiner	80@	82
B. C. Salami	88@	90
Pepperoni	82@	84
Salami, Genoa style	99@	1.01
Cooked salami	49@	51
Sicilian	88@	90
Goteborg	81@	83
Mortadella	55@	57

SPICES

(Basis, Chicago, original barrels, bags, bales)

	Whole	Ground
Allspice, prime	82	92
Resifted	90	99
Chilli, pepper	45	
Chilli, powder	32	
Cloves, Zanzibar	79	
Ginger, Jam., unbi.	97	1.08
Mace, fancy Banda	3.50	4.10
West Indies	3.75	
East Indies	3.60	
Mustard flour, fancy.	37	
No. 1	93	
West India Nutmeg.	2.70	
Paprika, Amer. No. 1	65	
Paprika, Spanish	88	
Paprika, cayenne	60	
Pepper:		
Red, No. 1	56	
White	48	52
Black	42	45

SAUSAGE CASINGS

(1cl prices quoted to manufacturers of sausage)

Beef rounds:	
Clear, 29/35 mm.	1.05@1.35
Clear, 35/38 mm.	1.00@1.15
Clear, 35/40 mm.	85@1.10
Clear, 38/40 mm.	95@1.35
Clear, 40/44 mm.	1.30@1.65
Clear, 44 mm./up.	1.95@2.50
Not clear, 40mm./down ..	65@ 70
Not clear, 40 mm./up.	75@ 85
Beef weasands:	
No. 1, 24 in./up	12@ 16
No. 1, 22 in./up	9@ 14
Beef middles:	
Ex. wide, 2½ in./up.	3.40@3.55
Spec. wide, 2½ in.	2.55@2.70
Spec. med., 1½/2½ in.	1.50@1.60
Narrow, 1½ in./dn.	1.00
Beef bung caps:	
Clear, 5 in./up	34@ 40
Clear, 4½/5 inch	30@ 32
Clear, 4¼/4 inch	18@ 20
Clear, 3¾/4 inch	15@ 16
Not clear, 4½ inch/up.	17@ 18
Beef bladders, salted:	
7¼ inch/up, inflated ..	18
6¾/7¼ inch, inflated ..	13
5½/6½ inch inflated.	12@ 13
Pork casings:	
20 mm./down	4.40@4.75
29/32 mm.	4.30@4.65
32/35 mm.	3.00@3.25
35/38 mm.	2.35@2.75
38/44 mm.	2.15@2.35

Hog bungs:

Sows, 34 in. cut	57@ 62
Export, 34 inch cut ..	48@ 51
Large prime, 34 in.	35@ 39
Med. prime, 34 in.	24@ 27
Small prime	16@ 22
Middles, cap off	55@ 60

Sheep casings (per hank):

26/28 mm.	5.50@6.25
24/26 mm.	6.05@6.30
22/24 mm.	4.80@5.10
20/22 mm.	4.10@4.45
18/20 mm.	2.95@3.25
16/18 mm.	1.75@2.30

CURING MATERIALS

Nitrate of soda, in 400-lb.	Cwt.
bbis., del. or f.o.b. Chgo.	\$11.35
Pure rfd. gran. nitrate of	
soda	5.65
Pure rfd. powdered nitrate	
of soda	8.65
Salt, paper sacked, f.o.b.	
Chgo., gran. carlots, ton.	30.00
Rock salt, ton in 100-lb.	
bags, f.o.b. whse. Chgo.	28.00
Sugar—	
Rf, 96 basis, f.o.b. N. Y.	6.20
Refined standard cane	
gran. basis (Chgo.)	9.00
Packers, curing sugar, 100	
lb. bags, f.o.b. Reserve.	
La. less 2%	8.85
Dextrose (less 10c):	
Celcelose, regular	7.72
Ex-Warehouse, Chicago	7.82

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

August 6, 1957

WHOLESALE FRESH MEATS

CARCASS BEEF

Steers, gen. range:	(carlots, lb.)
Prime, 700/800	42½n
Choice, 500/600	41½
Choice, 600/700	41½
Choice, 700/800	41½
Good, 500/600	38n
Good, 600/700	37
Bull	27½@28
Commercial cow	27½@28
Canner-cutter cow	25

PRIMAL BEEF CUTS

Prime:	
Rounds, all wts.	48½n
Trimmed loins,	
50/70 lbs. (1cl)	85 @94
Square chucks,	
70/90 lbs.	34n
Arm chucks, 80/110.	33
Ribs, 25/35 (1cl)	55 @58
Briskets (1cl)	28
Naveles, No. 1	18½@19
Flanks, rough No. 1.	20n
Choice:	
Hindqtrs., 5/800	51
Foreqtrs., 5/800	48
Rounds, all wts.	48
Td. loins, 50/70 (1cl)	79 @81
Sq. chucks, 70/90	34n
Arm chucks, 80/110.	33
Briskets (1cl)	28
Ribs, 25/35 (1cl)	49 @52
Naveles, No. 1	20½
Flanks, rough No. 1.	20n
Good (all wts.):	
Rounds	45 @47
Sq. cut chucks	33 @34
Briskets	27 @27½
Ribs	45 @48
Loins	68 @71

COW & BULL TENDERLOINS

Fresh J/L	C-C grade	Froz. C/L
60@64		
75	Cow, 3/4	73@75
83@85	Cow, 4/5	78@82
1.00@1.02	Cow, 5/6	85@90
1.00@1.02	Bull, 5/6	85@90

BEEF HAM SETS

Insides, 12/up	45
Outsides, 8/up	41½
Knuckles, 7½/up	45

CARCASS MUTTON

Choice, 70/down	17 @18
Good, 70/down	16 @17

n—nominal, b—bid, a—asked.

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Aug. 6	Aug. 6	Aug. 6
STEER:			
Choice:			
500-600 lbs.	\$42.50@44.00	\$43.00@44.00	\$42.00@43.00
600-700 lbs.	41.50@43.00	41.50@43.00	41.00@43.00
Good:			
500-600 lbs.	39.00@41.00	40.00@41.00	40.00@41.50
600-700 lbs.	38.00@40.00	38.00@40.00	39.00@41.00
Standard:			
350-600 lbs.	34.00@39.00	34.00@36.00	35.00@39.00
COW:			
Standard, all wts.	None quoted	31.00@33.00	None quoted
Commercial, all wts.	28.00@31.00	29.00@31.00	29.00@34.00
Utility, all wts.	27.00@30.00	27.00@29.00	28.00@33.00
Canner-cutter	None quoted	25.00@27.00	27.00@30.00
Bull, util. & com'l.	32.00@35.00	30.00@32.00	34.00@36.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	41.00@45.00	42.00@44.00	39.00@42.00
Good:			
200 lbs. down	39.00@41.00	37.00@39.00	36.00@40.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	43.00@45.00	40.00@43.00	41.00@43.00
55-65 lbs.	41.00@44.00	40.00@42.00	40.00@42.00
Choice:			
45-55 lbs.	43.00@45.00	40.00@43.00	41.00@43.00
55-65 lbs.	41.00@43.00	40.00@42.00	40.00@42.00
Good, all wts.	38.00@42.00	36.00@40.00	39.00@42.00
MUTTON (Ewe):			
Choice, 70 lbs./down	18.00@22.00	None quoted	16.50@18.50
Good, 70 lbs./down	18.00@22.00	16.00@17.00	16.50@18.50

BEEF PRODUCTS

(Frozen, carlots, lb.)	
Tongues, No. 1, 100's.	25½
Tongues, No. 2, 100's.	20½@21
Hearts, regular, 100's.	23
Livers, regular, 35/50's	17½
Livers, selected, 35/50's	26
Lips, scalded, 100's.	15 @15½
Lips, unsalted, 100's.	12½
Tripe, scalded, 100's.	8½
Tripe, cooked, 100's.	8½n
Melts, 100's	6½n
Lungs, 100's	7
Udders, 100's	5½n

FANCY MEATS

(1cl prices)	
Beef tongues, corned	32
Veal breads	
under 12 oz.	73
12 oz. up	91
Calf tongues, 1-lb./down	18
Oxtails, fresh, select	14

BEEF SAUS. MATERIALS

FRESH

Canner-cutter cow	
meat, barrels	34
Bull meat, boneless,	
barrels	37½
Beef trim., 75/85%	
barrels	29a
Beef trim., 85/95%	
barrels	32½
Boneless chucks,	
barrels	35½@36
Beef cheek meat,	
trimmed, barrels	31½
Shank meat, bbls.	38½
Beef head meat, bbls.	25
Veal trim., boneless,	
barrels	37 @38

VEAL—SKIN OFF

(1cl carcass prices)	
Prime, 90/120	\$44.00@46.00
Prime, 120/150	43.00@44.00
Choice, 90/120	41.00@44.00
Choice, 120/150	41.00@44.00
Good, 50/90	35.00@38.00
Good, 90/120	38.00@41.00
Good, 120/150	38.00@41.00
Stand., all wts.	32.00@35.00

CARCASS LAMB

(1cl prices)	
Prime, 30/45	48 @50
Prime, 45/55	46 @48
Prime, 55/65	None qtd.
Choice, 35/45	48 @49
Choice, 45/55	48 @49
Choice, 55/65	46 @47
Good, all wts.	43 @44

NEW YORK

August 6, 1957

WHOLESALE FRESH MEATS

BEEF CUTS

(L.C.L. prices)	
Steer:	
Prime, carc., 6/700	\$45.50@46.50
Prime, carc., 7/800	44.50@46.00
Choice, carc., 6/700	44.50@46.00
Choice, carc., 7/800	43.50@45.00
Good, carc., 6/700	42.00@43.00
Good, carc., 7/800	41.50@42.00
Hinds, pr., 6/700	57.00@58.00
Hinds, pr., 7/800	56.00@58.00
Hinds, ch., 6/700	55.00@57.00
Hinds, ch., 7/800	54.00@56.00
Hinds, gd., 6/700	52.00@53.00
Hinds, gd., 7/800	51.50@53.00

BEEF CUTS

(L.C.L. prices)	
Prime steer:	
Hindqtrs., 600/700	57 @61
Hindqtrs., 700/800	56 @60
Hindqtrs., 800/900	56 @58
Rounds, flank off	50 @53
Rounds, diamond bone,	
flank off	51 @54
Short loins, untrim.	54 @60
Short loins, trim.	110@120
Flanks	21 @21½
Ribs (7 bone cut)	56 @60
Arm chucks	37 @39
Briskets	28 @31
Plates	21 @21½
Choice steer:	
Hindqtrs., 600/700	55 @58
Hindqtrs., 700/800	54 @58
Hindqtrs., 800/900	53 @55
Rounds, flank off	49 @52
Rounds, diamond bone,	
flank off	50 @53
Short loins, untrim.	73 @78
Short loins, trim.	93 @98
Flanks	21 @21½
Ribs (7 bone cut)	52 @57
Arm chucks	35 @37
Briskets	27 @29
Plates	21 @21½

FANCY MEATS

(L.C.L. prices)

Veal breads, 6/12 oz.	84
12 oz. up	1.04
Beef livers, selected	31
Beef kidneys	16
Oxtails, ¾ lb., frozen	11

LAMB

(L.C.L. carcass prices, cwt.)

	City
Prime, 30/40	\$48.00@54.00
Prime, 40/45	49.00@55.00
Prime, 45/55	50.00@54.00
Prime, 55/65	47.00@49.00
Choice, 30/40	48.00@53.00
Choice, 40/45	49.00@53.00
Choice, 45/55	49.00@53.00
Choice, 55/65	47.00@50.00
Good, 30/40	45.00@46.00
Good, 40/45	46.00@47.00
Good, 45/55	45.00@46.00

	Western
Prime, 45/dn.	48.00@50.00
Prime, 45/55	48.00@51.00
Prime, 55/65	46.00@49.00
Choice, 45/dn.	46.00@49.00
Choice, 45/55	46.00@50.00
Choice, 55/65	46.00@49.00
Good, 45/dn.	43.00@45.00
Good, 45/55	45.00@47.00

VEAL—SKIN OFF

(L.C.L. carcass prices)	Western
Prime, 90/120	\$43.00@44.00
Choice, 90/120	37.00@41.00
Good, 50/90	33.00@35.00
Good, 90/120	34.00@36.00
Stand., 90/120	30.00@31.00
Stand., 120/150	30.00@32.00
Calif., 200/dn., ch.	33.00@34.00
Calif., 200/dn. gd.	31.00@32.00
Calif., 200/dn. std.	28.00@30.00

NEW YORK RECEIPTS

Receipts reported by the USDA Marketing Service, week ended Aug. 3, 1957, with comparisons:

STEER AND HEIFER:	Carcasses
Week ended Aug. 3	13,434
Week previous	9,096
COW:	
Week ended Aug. 3	747
Week previous	765
BULL:	
Week ended Aug. 3	496
Week previous	489
VEAL:	
Week ended Aug. 3	9,061
Week previous	12,111

LOCAL SLAUGHTER

CATTLE:	Head
Week ended Aug. 3	12,446
Week previous	13,246
CALVES:	
Week ended Aug. 3	12,188
Week previous	12,290
HOGS:	
Week ended Aug. 3	43,443
Week previous	40,788
SHEEP:	
Week ended Aug. 3	37,796
Week previous	39,892

PHILA. FRESH MEATS

August 6, 1957

STEER CARCASSES:	Cwt.
Choice, 500/800	\$43.50@45.50
Choice, 800/900	42.50@44.50
Good, 500/800	41.50@43.50
Hinds, Choice	54.00@56.00
Hinds, Good	51.00@53.00
Rounds, Choice	52.00@55.00
Rounds, Good	49.00@51.00
COW CARCASSES:	
Com'l., all wts.	31.75@34.75
Utility, all wts.	28.75@31.50
VEAL (SKIN OFF):	
Choice, 90/120	38.00@41.00
Choice, 120/150	38.00@41.00
Good, 50/90	34.00@38.00
Good, 90/120	35.00@37.00
Good, 120/150	36.00@38.00
SPR. LAMB CARC.	
Ch. & pr. 30/45	49.00@52.00
Ch. & pr. 45/55	48.00@52.00
Good, 45/55	46.00@48.00
LOCALLY DRESSED	
STEER BEEF (lb.):	Choice Good
Carc., 5/700	44@45 40@42½
Carc., 7/800	43½@44½ 39½@42
Hinds, 500/700	53@56 50@52
Hinds, 700/800	53@55 49@51
Rounds, no flank	51@54 49@51
Hip rd. + flank	50@53 45@50
Full loin, untrim.	54@58 50@53
Short loin, untrim.	66@70 56@60
Ribs, (7 bone)	54@57 50@52
Arm chucks	34@36 32@34
Briskets	28@30 28@30
Short plates	20@22 20@22

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Aug. 7, 1957)

SKINNED HAMS

Fresh or F.F.A.	Frozen
47 10/12	47
48 12/14	48
48 1/4 14/16	47 1/2
48 1/2 16/18	47
48 3/4 18/20	46 1/2
49 20/22	42 1/2
49 22/24	39 1/2
49 24/26	38
49 25/30	37 1/2
49 25/30, 2's in.	37

PICNICS

Fresh or F.F.A.	Frozen
27 1/4 4/6	27 1/2
27 1/2 6/8	26 1/2 @ 27
28 8/10	26
28 10/12	25
28 12/14	23 1/2
28 14/16	23 1/2
28 16/18	23 1/2
28 18/20	23 1/2
28 20/22	23 1/2

FAT BACKS

Fresh or Frozen	Cured
12 1/4 6/8	13 1/2
12 1/2 8/10	14
12 3/4 10/12	16 1/2 @ 17
13 12/14	17
13 1/4 14/16	17 1/2
13 1/2 16/18	18 1/2
13 3/4 18/20	18 1/2
14 20/22	18 1/2

LARD FUTURES PRICES

NOTE: Add 1/4¢ to all price quotations ending in 2 or 7.

FRIDAY, AUG. 2, 1957

Sept. 13.30	13.42	13.20	13.20
Oct. 13.50	13.62	13.40	13.40b
Nov. 13.25	13.30	13.15	13.20b
Dec. 13.50	13.52	13.35	13.35b
Jan. 13.35	13.40	13.30	13.30

MONDAY, AUG. 5, 1957

Sept.	13.25	13.32	13.22	13.25
Oct.	13.42	13.55	13.40	13.45
	-40			
Nov.	13.27	13.35	13.12	13.17a
Dec.	13.40	13.45	13.35	13.35
Jan.	....	13.42	13.27a	13.27

Sales: 4,520,000 lbs.

Open interest at close Fri., Aug.
2: Sept. 852, Oct. 276, Nov. 160,
Dec. 203, and Jan. 42 lots.

TUESDAY, AUG. 6, 1957

Sept.	13.30	13.35	13.10	13.10b
Oct.	13.57	13.57	13.25	13.27
Nov.	13.32	13.32	13.00	13.00
Dec.	13.45	13.47	13.20	13.22b
	-47			
Jan.	.....	.....	.....	13.15a

Sales: 8,800,000 lbs.

Open interest at close Mon., Aug 5: Sept. 849, Oct. 287, Nov. 165 Dec. 211, and Jan. 43 lots.

WEDNESDAY, AUG. 7, 1957

Sept.	13.10	13.10	12.70	12.92
				-90
Oct.	13.27	13.27	13.07	13.12
Nov.	12.97	12.97	12.77	12.80
Dec.	13.22	13.22	13.00	13.02
Jan.	13.00	13.05	12.90	12.95

Sales: 9,800,000 lbs.

Open interest at close Tues., Aug 6: Sept. 816, Oct. 282, Nov. 154

Dec. 222, and Jan. 43 lots.

THURSDAY AUG 6 1915

THURSDAY, AUG. 8, 1957

	-90			
Oct.	13.10	13.17	12.90	13.02
Nov.	12.77	12.80	12.62	12.72
Dec.	13.10	13.10	12.85	12.92
Jan.	12.95	13.02	12.82	12.90
Sales: 9,000,000 lbs.				
Open interest at close Wed., Aug.				
7:	Sept. 783,	Oct. 284,	Nov. 151	
Dec. 223, and Jan. 46 lots.				

BELLIES

Fresh or F.F.A.	Frozen
43 8/10	43
43 10/12	43
43 12/14	43
43 14/16	42 1/2
43 16/18	42 1/2
43 18/20	40
Gr. Ann.	D.S. Clear
31 1/2 18/20	32 1/2
31 1/2 20/25	32 1/2
31 1/2 25/30	30 1/2
29 30/35	30 1/2
27 1/2 35/40	30
23 1/2 40/50	26 1/2

FRESH PORK CUTS

Job Lot	Car Lot
48 1/2 @ 49 Loin, 12/dn.	47 1/2
48 1/2 @ 49 Loin, 12/16	46 1/2
42 1/2 Loin, 16/20	41
40 Loin, 20/up	39 @ 40
40 @ 41 Butts, 4/8	37b
34 @ 35 Butts, 8/12	33b
34 @ 35 Butts, 8/up	33b
47 @ 48 Ribs, 3/dn.	44
34 Ribs, 3/5	33
28 Ribs, 5/up	25

OTHER CELLAR CUTS

Fresh or Frozen	Cured
26 Square Jowls	unq.
23 @ 23 1/2 Jowl Butts, Loose	23
23 1/2 Jowl Butts, Boxed	unq.

CHGO. FRESH PORK AND PORK PRODUCTS

August 6, 1957

Hams, skinned, 10/12	48
Hams, skinned, 12/14	49
Hams, skinned, 14/16	50
Picnics, 4/8 lbs.	28 1/2 @ 29
Picnics, 6/8 lbs.	28 1/2 @ 29
Pork loins, boneless	62
Shoulders, 16/dn. loose	34
(Job Lots)	
Pork livers	15 @ 16
Tenderloins, fresh, 10's	73 @ 74
Neck bones, bbls.	13 @ 14
Ears, 30's	11
Feet, s.c. bbls.	7 @ 10

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)

Pork trim, 40%	27 1/2
lean, barrels	31
Pork trim, 50%	31
lean, barrels	31
Pork trim, 80%	36
lean, barrels	36
Pork trimmings	45
95% lean, barrels	32
Pork head meat	30
Pork cheek meat trim, barrels	30

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$16.75
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	16.25
Kettle rendered, 50-lb. tins, f.o.b. Chicago	17.25
Leaf, kettle rendered, tierces, f.o.b. Chicago	17.25
Lard flakes, f.o.b. Chicago	18.50
Neutral tierces, f.o.b. Chicago	18.25
Standard shortening, N. & S. (del.)	21.75
Hydro shortening, N. & S.	22.25

WEEK'S LARD PRICES

P.S. Dry	Dry	Ref. in
Dry	50-lb.	50-lb.
Rend. Cash	Loose	tins
Tierces (Open)	(Open)	(Open)
(Bd. Trade) Mkt.	(Mkt.)	(Mkt.)
Aug. 2	13.10	13.00
Aug. 5	13.15	13.00
Aug. 6	13.00	12.50
Aug. 7	12.85	12.50
Aug. 8	12.75	12.50

n—nominal, b—bid, a—asked.

LIGHT HOGS RETURN PLUS MARGINS

(Chicago costs, credits and realizations for Monday and Tuesday)

Shifts in pork prices in their relationship to the live hog market resulted in an irregular pattern in cut-out margins. Values on light hogs indicated plus margins after a few weeks in the minus side, while the minus margins on mediumweights were reduced and those on heavies became broader.

	—180-220 lbs.—	—220-240 lbs.—	—240-270 lbs.—
	Value	Value	Value
per cwt.	per cwt.	per cwt.	per cwt.
yield	yield	yield	yield
Lean cuts	\$13.76	\$13.31	\$12.67
Fat cuts, lard	7.38	7.59	7.10
Ribs, trimmings, etc.	2.48	2.23	2.07
Cost of hogs	\$21.50	\$22.37	\$22.44
Condemnation loss	.10	.10	.10
Handling, overhead	1.85	1.66	1.47
TOTAL COST	23.45	24.13	24.01
TOTAL VALUE	23.62	23.13	21.84
Cutting margin	+\$.17	-\$.22	-\$.17
Margin last week	.54	.78	1.15

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles	San Francisco	No. Portland
	Aug. 6	Aug. 6	Aug. 6
FRESH PORK (Carcass): (Packer style)	(Shipper style)	(Shipper style)	(Shipper style)
80-120 lbs., U.S. No. 1-3: None quoted	\$36.00 @ 39.00	None quoted	None quoted
120-170 lbs., U.S. No. 1-3: \$36.00 @ 38.50	35.00 @ 38.00	35.00 @ 38.00	35.00 @ 38.00
FRESH PORK CUTS, No. 1:			
LOINS:			
8-10 lbs.	55.00 @ 60.00	58.00 @ 60.00	58.00 @ 59.00
10-12 lbs.	55.00 @ 60.00	60.00 @ 62.00	58.00 @ 59.00
12-16 lbs.	55.00 @ 60.00	54.00 @ 58.00	55.00 @ 57.00
PICNICS: (Smoked)			
4-8 lbs.	38.00 @ 41.00	34.00 @ 38.00	37.00 @ 41.00
HAMS:			
12-16 lbs.	52.00 @ 59.00	56.00 @ 60.00	54.00 @ 59.00
16-18 lbs.	52.00 @ 56.00	55.00 @ 58.00	53.00 @ 58.00
BACON "Dry" Cure, No. 1:			
6-8 lbs.	62.00 @ 69.00	68.00 @ 72.00	64.00 @ 69.00
8-10 lbs.	62.00 @ 65.00	68.00 @ 70.00	62.00 @ 67.00
10-12 lbs.	60.00 @ 63.00	64.00 @ 68.00	60.00 @ 64.00
LARD, Refined:			
1-lb. cartons	18.50 @ 21.50	22.00 @ 24.00	19.00 @ 22.00
50-lb. cartons & cans	17.50 @ 21.00	20.00 @ 22.00	None quoted
Tierces	16.50 @ 20.50	20.00 @ 22.00	17.00 @ 21.00

N. Y. FRESH PORK CUTS

August 6, 1957

	City
	Box lots
Pork loins, 8/12	\$54.00 @ 58.00
Pork loins, 12/16	54.00 @ 57.00
Hams, sknd., 10/14	48.00 @ 51.00
Boston butts, 4/8	42.00 @ 45.00
Regular picnics, 4/8	32.00 @ 35.00
Spareribs, 3/down	52.00 @ 57.00
(L.C.I. prices cwt.)	Western
Pork loins, 8/12	52.00 @ 55.00
Pork loins, 12/16	52.00 @ 54.00
Hams, sknd., 10/14	48.00 @ 52.00
Boston butts, 4/8	39.00 @ 42.00
Picnics, 4/8	30.00 @ 33.00
Spareribs, 3/down	46.00 @ 50.00

N. Y. DRESSED HOGS

(L.C.I. prices)

	(Heads on, leaf fat in)
50 to 75 lbs.	\$34.50 @ 37.50
75 to 100 lbs.	34.50 @ 37.50
100 to 125 lbs.	34.50 @ 37.50
125 to 150 lbs.	34.50 @ 37.50

CHGO. WHOLESALE SMOKED MEATS

August 6, 1957

Hams, skinned, 14/16 lbs., wrapped	55
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	56
Hams, skinned, 16/18 lbs., wrapped	56
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	57
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	56
Bacon, fancy, sq. cut, seedless, 12/14 lbs., wrapped	55
Bacon, No. 1 sliced 1-lb. heat seal self-service pkg.	73

PHILA. FRESH PORK

August 6, 1957

	WESTERN DRESSED
	Lb.
Reg. loins, 8/12	53 @ 56
Reg. loins, 12/16	52 @ 55
Butts, Boston, 4/8	38 @ 40
Spareribs, 3/down	46 @ 48
	LOCALLY DRESSED
Pork loins, 8/12	55 @ 58
Pork loins, 12/16	53 @ 56
Bellies, 10/12	48 @ 50
Spareribs, 3/down	49 @ 51
Skinned hams, 10/12	51 @ 53 1/2
Skinned hams, 12/14	51 @ 53 1/2
Picnics, 4/8	32 @ 36
Boston Butts, 4/8	40 @ 42

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Aug. 3, 1957 was 16.7, the U. S. Department of Agriculture has reported. This ratio compared with the 15.9 ratio for the preceding week and 10.5 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.327, \$1.348 and \$1.609 per bu. during the three periods, respectively.

BY-PRODUCTS... FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, Aug. 7, 1957

BLOOD

Unground, per unit of ammonia, bulk.... 6.00n

DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:
Low test 6.25n
Med. test 6.00n
High test 6.00n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged... \$ 77.50@ 82.50
50% meat, bone scraps, bulk 75.00@ 80.00
60% digester tankage, bagged 82.50@ 87.50
60% digester tankage, bulk 80.00@ 85.00
80% blood meal, bagged 120.00@125.00
Steam bone meal, bagged 85.00
(Specially prepared)
60% steam bone meal, bagged .. 75.00

FERTILIZER MATERIALS

Feather tankage, ground
per unit ammonia *4.50
Hoof meal, per unit ammonia 5.25@5.50

DRY RENDERED TANKAGE

Low test, per unit prot. 1.35n
Med. test, per unit prot. 1.30n
High test, per unit prot. 1.25n

GELATINE AND GLUE STOCKS

Cattle jaws, scraps and knuckles,
(gelatine, glue), per ton 55.00@57.00n
Pig skin, scraps (gelatine) 7.37½

ANIMAL HAIR

Winter coll dried, per ton *65.00@75.00
Summer coll dried, per ton *35.00@40.00
Cattle switches, per piece 3½@4½
Winter processed (Nov.-March)
gray, lb. 16½
Summer processed (April-Oct.)
gray, lb. 10½

*Delivered, n—nominal, a—asked.

TALLOW and GREASES

Wednesday, August 7, 1957

The inedible tallow and grease market was quiet late last week, and mostly a bid and offering affair, with the general market maintaining a soft undertone, especially on product for eastern destination. Local interest was evident at 8½c, c.a.f. Chicago on bleachable fancy tallow. Edible tallow was bid at 12½c, Chicago, with offerings on some River points held at 12¼c. Bleachable fancy tallow was bid at 8½c, delivered New York, and choice white grease at 9½c, with product offered at ¼c higher.

"Status quo" best described the market on Monday of the new week on both edible tallow and inedible tallows and greases. Continued buying inquiry was apparent on choice white grease, all hog, at 9¼@9½c, c.a.f. East. Bleachable fancy tallow was still bid at 8½c, c.a.f. Chicago, and best interest out of the East, c.a.f. basis, was at 8½c. Some movement on edible tallow was reported, selling out of the West, going further west.

Further selling of edible tallow took place on Tuesday, with a few tanks moving at 12¾c, c.a.f. Chicago, or ½c lower. The f.o.b. River point market was quoted on a nominal basis at 12@12½c. A tank of bleachable fancy tallow sold at 8½c, c.a.f. Chicago. The midwest and eastern markets were called steady. Buying interest was the same, and offerings were held mostly ¼c higher.

A few tanks of yellow grease sold at midweek at 7½c, c.a.f. Chicago. Choice white grease, all hog, was sold at 9.40, c.a.f. Avondale, La. The same was bid at 9½c, c.a.f. New York, with indications that 9½c, same destination, could be done on quick shipment material. Sellers were still asking 9½c, c.a.f. Avondale. Bleachable fancy tallow was bid at 8½@8¾c, c.a.f. East, and product considered. Inquiry on yellow grease was in the market at 7¾@7½c, same delivery point, depending on product. Special tallow traded at 7½c, c.a.f. New York, with later asking price ¼c higher. Edible tallow was bid early at 12½c, Chicago, but was held ¼c higher.

TALLOWs: Wednesday's quota-



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tions: edible tallow, 12@12½c, f.o.b. River, and 12¾c, Chicago basis; original fancy tallow, 8¾c; bleachable fancy tallow, 8¾c; prime tallow, 7¾c; special tallow, 7¾c; No. 1 tallow, 7¾c; and No. 2 tallow, 6¾c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 8½@8¾c; B-white grease, 7¾c; yellow grease, 7¾c; house grease, 6¾@7c; and brown grease, 6½@6¾c. Choice white grease, all hog, was quoted at 9½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Aug. 7, 1957
Dried blood was quoted today at \$5@5.25 per unit of ammonia. Low test wet rendered tankage was listed at \$5@5.25 per unit of ammonia and dry rendered tankage was priced at \$1.20 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, AUG. 2, 1957

	Open	High	Low	Close	Prev. close
Sept.	15.32	15.32	15.22	15.25	15.28
Oct.	15.19b	15.22	15.15	15.18	15.20
Dec.	15.15b	15.17	15.11	15.11	15.14b
Jan.	15.15b	.....	.....	15.11n	15.14n
Mar.	15.23b	15.22	15.15	15.15	15.18b
May	15.20b	15.24	15.20	15.10b	15.20
July	15.18b	.....	.....	15.10b	15.15b

Sales: 79 lots.

MONDAY, AUG. 5, 1957

	Open	High	Low	Close	Prev. close
Sept.	15.20	15.21	15.14	15.20	15.25
Oct.	15.15b	15.15	15.09	15.13	15.18
Dec.	15.09b	15.10	15.05	15.09	15.11
Jan.	15.09b	.....	.....	15.08	15.11n
Mar.	15.05b	15.15	15.12	15.12b	15.15
May	15.07	15.12	15.07	15.12b	15.10b
July	15.06b	.....	.....	15.10b	15.10b

Sales: 133 lots.

TUESDAY, AUG. 6, 1957

	Open	High	Low	Close	Prev. close
Sept.	15.10b	15.23	15.00	15.03	15.20
Oct.	15.17	15.19	14.98	15.00b	15.13
Dec.	15.09b	15.15	14.97	14.98b	15.09
Jan.	15.00b	.....	.....	14.98n	15.08
Mar.	15.10b	15.21	15.03	15.04	15.12b
May	15.05b	15.18	15.02	15.02b	15.12b
July	15.05b	.....	.....	15.00b	15.10b

Sales: Not available.

WEDNESDAY, AUG. 7, 1957

	Open	High	Low	Close	Prev. close
Sept.	15.01b	15.04	14.96	15.04	15.03
Oct.	14.96b	15.02	14.98	15.02	15.00b
Dec.	14.96b	15.02	14.94	15.03	14.98b
Jan.	14.90b	.....	.....	15.03n	14.98n
Mar.	15.00	15.09	14.98	15.09	15.04
May	15.03	15.03	15.00	15.06	15.02b
July	14.90b	15.08	15.02	15.08	15.00b

Sales: Not available.

VEGETABLE OILS

Wednesday, Aug. 7, 1957

Crude cottonseed oil, f.o.b.	
Valley	13¼a
Southeast	13¼a
Texas	12¾pd
Corn oil in tanks, f.o.b. mills	13¼n
Soybean oil, f.o.b. Decatur	11¼
Peanut oil, f.o.b. mills	13¼n
Coconut oil, f.o.b. Pacific Coast	11¼n
Cottonseed foots:	
Midwest and West Coast	2¼
East	2¼

OLEOMARGARINE

Wednesday, Aug. 7, 1957

White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	28
Milk churned pastry (30-lb. cartons)	25
Water churned pastry (30-lb. cartons)	24
Bakers, bulk (ton lots)	20¾

OLEO OILS

Wednesday, Aug. 7, 1957

Prime oleo stearine (slack barrels) ..	13¼
Extra oleo (drums)	19¼
Prime oleo oil (drums)	18½@18¾

n—nominal, a—asked, b—bid, pd—paid.

HIDES AND SKINS

Market uneven in big packer trade, with light and heavy native steers holding steady—Small packer and country hides steady, with some selections quoted on a nominal basis—Calf and kipskins steady after last midweek's changes—Strong demand for better grade shearlings, while others held fairly steady.

CHICAGO

PACKER HIDES: Late Monday, trading took an active spurt and some 100,000 hides were sold at the new prices that have remained steady from last week with but three exceptions. Ex-light native steers sold ½c higher at 20c (19½c in mixed lots). Heavy native cows dropped ½c to 13 @ 13½c, and branded cows sold ½c lower at 12@13c Tuesday saw some follow-up sales after Monday's heavy trading. Activity was light on Wednesday. However, volume of hides sold so far this week was estimated at 125,000, or better. Throughout the recent price changes, light and heavy native steers have maintained their steady level. Prices on most selections on the big packer hide list were much in line with last year.

SMALL PACKER AND COUNTRY HIDES: Prices continued at steady levels, with steer and cow hides listing at 9½c, nominal for the 60-lb., average and 12@12½c for the 50-lb. stocks. Calfskins, all weights, ranged from 27@29c; and kipskins at 23@24c.

CALFSKINS AND KIPSKINS: Calfskins have remained at steady prices since trading last Wednesday dropped the light weights from 40c to 37½c and heavier weights from 47½ to 45c. Kips, 25/30 lb. have maintained their ½c higher level since last Wednesday's change from 27½c @28c, and the 15/25's have been steady at 30c for some time.

JUNE EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 323,012,000 lbs. in June. Of this volume, 143,251,000 lbs., or 44.3 per cent were shortening and other hydrogenated oils and 108,882,000 lbs., or 33.7 per cent were salad and cooking oils. Shipments of oleomargarine and/or fats amounted to 70,879,000 lbs., or 21.9 per cent of the total. Shipments of shortening and edible oils in June last year amounted to 270,306,000 lbs.

SHEEPSKINS: There is good interest in better grades of shearlings and the demand exceeded the supply. No. 1's ranged from 1.90@2.50, with Southwesterns worth 25c more; No. 2's from 1.65@1.90, with Southwesterns quoted up to 2.00; No. 3's, .65@.90, with Southwesterns at 1.00. Fall clips sold at 2.50@3.00, with Southwesterns up to 3.25. Full wool dry pelts held steady at 29c, nominal.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Wednesday, Aug. 7, 1956	Cor. date 1956
Lgt. native steers	15½@16	13	15a
Hvy. nat. steers	13 @13½		@13½n
Ex. lgt. nat. steers	19½@20		19n
Butt-brand steers	10½		11n
Colorado steers	10½		10n
Hvy. Texas steers	10½		11n
Light Texas steers	12½n		13n
Ex. lgt. Texas steers	15½		16½n
Heavy native cows	13 @13½		13n
Light nat. cows	15 @16	15	@16n
Branded cows	12 @13	12	@12½n
Native bulls	8 @9	8½	@10n
Branded bulls	7 @8	8½	@9n
Calfskins:			
Northern, 10/15	45	47½	@52½n
10 lbs./down	37½		45n
Kips, Northern native, 15/25 lbs.	30		29n

SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	9½n	10	@10½n
50 lbs.	@12½	12	@12½n

SMALL PACKER SKINS

Calfskins, all wts.	27 @29	34	@36n
Kipskins, all wts.	23 @24n	23	@24n

SHEEPSKINS

Packer shearlings:			
No. 1	2.00@2.75		2.75n
Dry Pelts	29n	22½	@25
Horsehides, untrim.	8.00@8.25		10.00n
Horsehides, trim.	7.25@7.50		.....

N. Y. HIDE FUTURES

FRIDAY, AUG. 2, 1957

	Open	High	Low	Close
Oct.	14.10b	14.21	14.17	14.18
Jan.	13.12b	13.15	13.15	13.12b-18a
Apr.	12.90b	.....	.....	12.90b-13.00a
July	12.94b	.....	.....	12.94b-13.08a
Oct.	12.80b	.....	.....	12.98b-13.18a
Jan. ....	.....	.....	.....	13.03n

Sales: seven lots.

MONDAY, AUG. 5, 1957

	Open	High	Low	Close
Oct.	14.05b	.....	.....	14.10b-15a
Jan.	13.05b	.....	.....	13.15b-24a
Apr.	12.80b	.....	.....	12.90b-13.10a
July	12.80b	.....	.....	12.95b-13.15a
Oct.	12.85b	.....	.....	12.95b-13.15a

Sales: Not available.

TUESDAY, AUG. 6, 1957

	Open	High	Low	Close
Oct.	14.06b	14.20	14.07	14.15
Jan.	13.06b	13.20	13.05	13.15b-21a
Apr.	12.80b	13.00	12.95	12.98b-13.07a
July	12.85b	.....	.....	13.00b-10n
Oct.	14.06b	.....	.....	13.00b-15a
Jan. ....	.....	.....	.....	13.05n

Sales: 24 lots.

WEDNESDAY, AUG. 7, 1957

	Open	High	Low	Close
Oct.	14.39-33	14.05	14.33	14.55b-60n
Jan.	13.21b	13.75	13.45	13.85b-75a
Apr.	13.05b	13.45	13.16	13.38b-45a
July	13.20	13.50	13.20	13.50
Oct.	13.20b	.....	.....	13.50b-65a
Jan. ....	.....	.....	.....	13.55

Sales: 35 lots.

THURSDAY, AUG. 8, 1957

	Open	High	Low	Close
Oct.	14.35b	14.45	14.45	14.45
Jan.	13.45b	.....	.....	13.45b-61a
Apr.	13.15b	.....	.....	13.15b-35a
July	13.25b	13.45	13.45	13.25b-42a
Oct.	13.30b	.....	.....	13.30b-50a
Jan.	13.75	.....	.....	13.35

Sales: two lots.

LIVESTOCK MARKETS...Weekly Review



ONE SECTION of the hog alleys at the National Stockyards, East St. Louis, Ill., where Harry Sparks and his men have the reputation of being the largest hog buyers in the country.

Sparks' 15c Daily Pay, Plus Spunk, Parlays Live Hogs Into a \$50,000,000 National Business

HOG producers in Illinois and Missouri think a lot of the man who paid them \$50,000,000 for their livestock last year. He has packer customers in every state, and can sell any type—light and heavy butchers, light and heavy sows, stags and boars. In one day he shipped 7,500 hogs to California packers.

"I'm crazy about hogs and a durned fool about work," admits Harry L. Sparks, owner of Midwest Order Buyers and biggest hog operator on the National Stockyards, East St. Louis, Ill. His company has 17 buying stations in the Midwest.

When he was only nine years old, Sparks started work at the Bourbon Stockyards, Louisville, Ky. "The yards would pay me 15c and my return carfare to drive hogs and cattle over

to New Albany, Ind.," said Sparks. "It was tough work, but when I came home and gave the 15c to my mother, she would thank me, pat my head, and tell me stories of Teddy Roosevelt and the White House."

Several years later, young Sparks was buying up hogs on the Louisville market. For 16 years he tried to get a Sunday off and was successful only when he quit and started his own business. Like other order buyers, Sparks arrives at the National yards at 5 a.m. His first stop is at the office of the Bureau of Markets, where he will be told about the day's estimates.

A fair average is around 13,000 hogs, and 90 per cent of these will be penned before 8 a.m. But let Sparks tell it:

"As soon as the order buyers get

the reports on receipts at other markets, they wire or phone some of their customers what the prospects are. By the time the market opens we've got a good idea of what we must pick up. We try to complete all calls to customers before the market opens, because if the market is unusually active, all hogs may be sold within 15 minutes. In the meantime, several of my men have checked every commission alley and have been told how the hogs are running as to weight and quality, as well as the actual count on pigs and sows.

"We may bid several commission men on several thousand hogs before we can get a few firms to trade with us at our price. Either firms may be asking more money for their hogs, but if they can't beat the bid they'll come back to sell us. If we've filled our orders, we don't have to take the hogs we originally bid on.

"Then, too, we keep a couple of our men spotted in the main hog alley to note any change in the market. For instance, a packer may come out bidding \$19, and a few minutes later raise it to \$19.25 or \$19.50, and buy a lot of hogs. If we aren't posted immediately on this, we could easily be shut out and not find animals for the orders we have. We never know what the packers are going to bid, when they start, or if they'll raise their bid, or how many hogs they will buy until they are through.

"The commission firms have a tendency to oversell, and we don't know by how many hogs. Sometimes it takes all of their late hogs to fill the number they've sold to the packers and order buyers. Things were different when I first came to East St. Louis. For instance, hog receipts were heavier than they are now. And the packers would lie back and maybe

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not start buying until 10 or 11 o'clock.

Now, they are as aggressive as order buyers for hogs. Weighing-in gets involved at times. For instance, we buy hogs from a firm at 8 a.m. This firm may not be able to weigh until noon, and then again, it may weigh early. A large firm may get three or four turns at the scales, and then not finish weighing until 4 or 5 p.m. Some firms weigh their sows and pigs last.

"When the hogs come to our alleys we sort for grades and weights to suit our customers' wants. We try to buy only what we need so that we can clean up each day. At the scales, our hogs are weighed by a yard employee under government supervision. After the animals are weighed to the packer, the stockyards employee drives them to the railroad or trucking division for further transit.

"Quite often I, or some of my men, will go to the rail and truck pens to see that our hogs have good pens and water before loading. We will also inspect railroad cars and trucks. We wire the details of the buy to our customers—and another day has ended for me and my men."

Low Canadian Hog Supplies Move Prices Sharply Upward

Hog marketings in Canada were 16 per cent smaller last June than in the same month of 1956, causing hog prices to advance \$3 per cwt. over May 1957 prices and \$6 per cwt. above June 1956 quotations, the Foreign Agricultural Service has reported.

Despite improved pork prices in the United States this year, Canadian exports to the U. S. have been much less than they were in 1956. Comparing the two periods ending June 22, U. S. imports in 1957 from Canada were down from 1956 imports as follows: pork, fresh and frozen—34 per cent; pork, cured and smoked—45 per cent, and canned hams and shoulders—66 per cent.

STOCKER-FEEDER MOVEMENT

Stocker and feeder livestock received in nine Corn Belt states in June, six-months, 1957-56 compared:

CATTLE AND CALVES

	June 1957	June 1956
Public stockyards	97,519	125,728
Direct	62,610	75,043
Totals	160,129	200,771
Jan-June	1,243,362	1,240,998

SHEEP AND LAMBS

Public stockyards	48,045	39,507
Direct	59,824	73,600
Totals	107,869	113,107
Jan-June	851,259	769,095

Data in this report were obtained from state veterinarians. Under "Public stockyards" are included stockers and feeders bought at stockyard markets. Under "Direct" are included stock coming from points other than public stockyards, some of which are inspected and fed at public stockyards en route.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Aug. 3, 1957, as reported to THE NATIONAL PROVISIONER:

CHICAGO

Armour, 7,324 hogs; shippers, 8,866 hogs; and others, 13,198 hogs. Totals: 23,754 cattle, 644 calves, 29,388 hogs and 4,251 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour..	3,617	658	3,589	1,965
Swift ..	2,933	698	3,165	1,255
Wilson ..	1,383	...	2,878	...
Butchers.	5,163	88	992	8
Others ..	395	...	3,180	935
Totals..	13,431	1,439	13,804	4,163

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour..	5,528	2,307	11,819	1,153
Bartusch.	1,175	...	...	...
Riffin ..	811	32	...	...
Superior.	1,898	...	...	...
Swift ..	5,013	1,028	15,039	1,925
Others ..	3,644	1,355	12,369	184
Totals..	18,069	5,622	39,827	2,662

ST. LOUIS MSY

	Cattle	Calves	Hogs	Sheep
Armour..	3,188	639	7,694	3,149
Swift ..	4,194	1,740	6,866	2,991
Hunter ..	1,578	...	5,690	...
Hell ..	...	...	1,743	...
Krey ..	...	...	5,804	...
Totals..	8,960	2,379	27,797	6,140

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift ..	2,802	361	7,668	2,102
Armour..	3,278	249	3,114	2,304
Others ..	4,038	...	3,971	...
Totals*	10,118	610	14,753	4,406

*Do not include 223 cattle, 57 calves, 4,074 hogs and 2,317 sheep direct to packers.

SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Armour..	2,649	...	3,801	1,472
Swift ..	3,416	...	2,740	1,188
S.C. Dr.	...	...	...	...
Beef ..	3,216	...	...	...
Raskin ..	913	...	...	...
Butchers.	296	...	...	...
Others ..	5,747	...	1,107	914
Totals..	16,237	...	17,262	3,574

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy ..	1,237	372	2,376	...
Dunn ..	107	...	...	...
Sunflower	110	...	...	...
Dold ..	78	...	340	...
Kansas ..	745	...	...	...
Armour..	67	...	...	...
Swift ..	...	...	...	964
Others ..	1,021	...	122	1,403
Totals..	3,385	372	2,838	2,544

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour..	1,710	169	511	585
Wilson ..	2,164	297	629	755
Others ..	3,177	291	1,242	...
Totals*	7,051	757	2,382	1,340

*Do not include 1,767 cattle, 137 calves, 5,947 hogs and 2,256 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Cudahy ..	...	...	255	...
Swift ..	341	3	...	...
Wilson ..	11	6	...	...
Ideal ..	940	...	...	...
Atlas ..	539	...	...	...
Comm'l.	462	...	...	...
United ..	388	...	449	...
Gr. West.	352	...	...	...
Quality.	342	...	...	...
Goldring.	338	...	...	...
Acme ..	274	...	...	...
Clough'ty.	...	...	241	...
Coast ..	259	...	129	...
Others ..	2,115	205	240	...
Totals..	6,361	214	1,314	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour..	830	...	...	3,171
Swift ..	1,398	139	2,416	5,460
Cudahy ..	796	19	4,049	172
Wilson ..	246	...	...	3,284
Others ..	5,136	43	1,757	434
Totals..	8,406	201	8,222	12,521

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall ..	...	...	...	370
Schlachter	271	40	...	...
Others ..	4,064	975	12,289	1,475
Totals..	4,335	1,015	12,289	1,845

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour..	1,379	1,278	1,337	1,588
Swift ..	1,745	830	817	2,017
Morrell ..	328	1	...	...
City ..	270	...	...	...
Rosenthal	138	14	...	...
Totals..	3,860	2,123	2,154	3,555

TOTAL PACKER PURCHASES

	Week ended Aug. 3	Prev. week	Same week 1956
Cattle ..	123,947	155,132	184,547
Hogs ..	172,030	203,724	228,381
Sheep ..	48,001	56,587	66,281

CORN BELT DIRECT TRADING

Des Moines, Aug. 7—Prices on hogs at 16 plants and about 30 concentration yards in interior Iowa and southern Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:	
160-180 lbs.	\$18.00@20.50
180-200 lbs.	20.00@21.85
200-240 lbs.	20.90@22.00
240-300 lbs.	19.65@21.70
300-360 lbs.	None quoted

Sows, U.S. No. 1-3:	
270-330 lbs.	19.20@20.50
330-400 lbs.	18.20@19.65
400-550 lbs.	16.00@18.40

Corn belt hog receipts, as reported by the U. S. Department of Agriculture:

	This week est.	Last week actual	Last year actual
Aug. 1 ..	43,000	26,000	33,500
Aug. 2 ..	40,000	32,000	29,900
Aug. 3 ..	31,000	30,000	20,000
Aug. 5 ..	52,000	51,000	53,000
Aug. 6 ..	48,000	30,000	45,000
Aug. 7 ..	45,000	32,000	49,000

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Aug. 7 were as follows:

CATTLE: Cwt.	
Steers, ch. & pr.	\$25.00@26.25
Steers, gd. & ch.	20.00@24.00
Heifers, gd. & ch.	20.00@24.00
Cows, util. & com'l.	13.00@15.00
Cows, can. & cut.	9.00@13.00
Bulls, util. & com'l.	15.00@16.75
Bulls, cutter	13.00@15.00
VEALERS:	
Standard & prime	23.00@24.00
Choice & good	16.00@19.00
Calves, gd. & ch.	16.00@18.00
HOGS, U.S. No. 1-3:	
120/160 lbs.	17.00@19.00
160/180 lbs.	18.50@20.75
180/200 lbs.	20.50@22.00
200/220 lbs.	21.50@22.25
220/240 lbs.	21.90@22.25
240/270 lbs.	21.50@22.00
270/300 lbs.	21.00@21.50
300/330 lbs.	20.75@21.50
Sows, U.S. No. 1-3:	
180/360 lbs.	19.00@21.25
LAMBS:	
Good & choice	20.00@23.50
Utility & good	16.50@20.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Aug. 3, 1957 (totals compared) was reported by The U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	12,466	12,188	43,463	37,790
Baltimore, Philadelphia	9,400	1,200	20,423	4,534
Cin. Clev., Detroit, Indpls.	21,137	9,507	94,291	15,812
Chicago Area	26,141	8,454	37,444	6,212
St. Paul-Wis. Areas ²	28,914	16,376	70,077	9,802
St. Louis Area ³	17,969	5,749	58,328	9,806
Sioux City-So. Dak. Area ⁴	17,246	...	37,963	9,062
Omaha Area ⁵	29,415	728	57,686	12,247
Kansas City	15,966	3,263	20,485	7,146
Iowa-So. Minnesota ⁶	29,855	10,620	200,589	28,099
Louisville, Evansville, Nashville, Memphis	13,748	10,193	40,565	...
Georgia-Alabama Area ⁷	8,246	4,583	20,516	...
St. Joseph, Wichita, Okla. City	10,253	4,482	32,340	12,458
Fl. Worth, Dallas, San Antonio	16,683	8,793	12,314	10,757
Denver, Ogden, Salt Lake City	16,393	687	12,050	34,310
Los Angeles, San Fran. Areas ⁸	22,877	3,158	21,334	29,854
Portland, Seattle, Spokane	7,151	877	12,331	8,460
Grand totals	312,960	100,858	792,258	237,020
Totals same week 1956	337,172	107,529	854,527	247,195

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan, and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada for the month of June, compared with the same time in 1956, was reported to the Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS UP TO 1000 lbs.		YEAL CALVES Good and Choice		HOGS (Grade B ¹ Dressed (Prem. Excl.)		LAMBS Good	
	1957	1956	1957	1956	1957	1956	1957	1956
Toronto	\$19.67	\$20.11	\$22.65	\$23.04	\$31.60	\$26.47	\$25.44	\$28.38
Montreal	20.06	20.18	19.14	20.26	32.29	25.94	23.73	27.39
Winnipeg	18.49	19.01	23.49	23.92	31.76	23.65	19.82	22.58
Calgary	17.55	18.54	22.12	21.94	30.09	23.83	21.58	19.82
Edmonton	17.43	18.04	23.68	22.94	30.70	24.73	22.90	21.17
Lethbridge	17.45	17.80	21.67	19.62	29.97	23.58	21.08	18.58
Pr. Albert	17.22	17.73	22.70	21.89	29.98	22.16	21.68	18.97
Moose Jaw	16.84	17.71	21.78	20.16	29.85	22.10	19.71	...
Saskatoon	17.21	17.92	22.86	22.34	30.02	22.25	17.35	18.43
Regina	16.71	17.52	21.61	21.20	30.36	22.16	16.54	...
Vancouver	17.53	18.00	21.50	21.45	...	23.77	22.17	21.00

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida, during the week ended Aug. 2:

	Cattle	Calves	Hogs
Week ended Aug. 2	2,544	1,326	9,944
Week previous (five days)	3,102	1,541	9,095
Corresponding week last year	2,584	813	8,894

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Aug. 7 were as follows:

CATTLE: Cwt.	
Steers, ch. & pr.	None quoted
Steers, gd. & ch.	\$22.00@24.50
Heifers, stand. & gd.	20.00@22.50
Cows, util. & com'l.	12.00@15.00
Cows, can. & cut.	9.50@12.00
Bulls, util. & com'l.	13.50@15.00
VEALERS:	
Good & choice	18.00@21.00
Calves, good & ch.	17.00@20.00
HOGS, U.S. No. 1-3:	
180/200 lbs.	21.00@22.00
200/220 lbs.	21.50@22.50
220/240 lbs.	21.50@22.50
240/270 lbs.	21.50@22.00
Sows, U.S. No. 1-3:	
270/360 lbs.	16.75@20.25
LAMBS:	
Choice & prime	22.50@23.00
Good & choice	22.00@22.50

LIVESTOCK PRICES AT SIOUX CITY

Livestock prices at Sioux City on Wednesday, Aug. 7 were as follows:

CATTLE: Cwt.	
Steers, prime	\$26.00@27.50
Steers, choice	24.25@26.50
Steers, good	21.25@24.25
Heifers, ch. & pr.	22.00@23.50
Heifers, good	20.00@22.00
Cows, util. & com'l.	12.75@15.00
Cows, can. & cut.	10.50@12.50
Bulls, cut. & com'l.	14.00@15.50
Bulls, good (beef)	13.50@14.50
HOGS, U.S. No. 1-3:	
180/200 lbs.	21.00@22.25
200/220 lbs.	22.00@22.50
220/240 lbs.	21.75@22.50
240/270 lbs.	21.75@22.50
270/300 lbs.	20.75@22.00
Sows, U.S. No. 1-3:	
270/300 lbs.	19.75@21.25
LAMBS:	
Choice & prime	None quoted
Good & choice	21.50@23.00

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Aug. 3, 1957, compared:

CATTLE

	Week ended Aug. 3	Prev. week	Cor.
Chicago	23,754	23,830	24,889
Kan. City	14,870	15,431	20,866
Omaha	4,104	3,810	3,810
St. L. NBY	11,330	11,445	11,203
St. Joseph	10,350	10,983	12,395
St. Paul	10,956	9,864	12,557
Wichita	3,508	2,823	6,016
New York	12,466	13,248	12,522
Jer. City	9,712	12,921	17,435
Okla. City	4,575	3,850	4,845
Cincinnati	10,581	9,694	14,209
Denver	14,425	14,085	17,096
St. Paul	3,762	2,079	
Milwaukee			
Totals	126,546	136,380	188,322

HOGS

Chicago	20,522	21,966	27,029
Kan. City	13,804	14,634	12,428
Omaha	8,884	8,884	36,252
St. L. NBY	27,797	33,650	38,529
St. Joseph	14,856	16,245	16,290
St. Paul	10,673	10,485	11,681
Wichita	9,712	10,272	9,141
New York	43,463	40,788	47,755
Jer. City	8,329	10,166	10,853
Okla. City	10,518	10,222	11,030
Cincinnati	4,822	8,332	9,332
Denver	27,458	27,417	29,067
St. Paul	4,006	3,335	
Milwaukee			
Totals	191,954	217,087	262,722

SHEEP

Chicago	4,251	3,800	2,826
Kan. City	4,163	6,208	5,867
Omaha	259	6,490	
St. L. NBY	6,140	5,278	6,017
St. Joseph	6,723	7,883	7,650
St. Paul	1,759	7,772	2,486
Wichita	1,141	1,284	1,680
New York	37,796	39,803	48,151
Jer. City	3,596	5,700	3,747
Okla. City	703	252	924
Cincinnati	12,028	16,370	15,766
Denver	2,478	2,511	3,896
St. Paul	693	818	
Milwaukee			
Totals	80,848	91,813	106,738

*Cattle and calves.
*Federally inspected slaughter, including directs.
*Stockyards sales for local slaughter, including receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended July 27:

	Week ended July 27	Same week
CATTLE		
Western Canada	17,742	
Eastern Canada	16,878	
Totals	34,620	

HOGS

Western Canada	41,353
Eastern Canada	52,034
Totals	93,387
All hog carcasses graded	100,413

SHEEP

Western Canada	3,082
Eastern Canada	5,994
Totals	9,076

NEW YORK RECEIPTS
Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Aug. 3:

	Cattle	Calves	Hogs	Sheep
Salable	153	58		
Total (incl. directs)	2,111	391	14,613	4,981
Prev. wk.				
Salable	107	91		
Total (incl. directs)	2,554	502	14,918	3,760

*Including hogs at 31st street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Aug. 1..	1,622	178	7,666	1,431
Aug. 2..	1,245	94	5,879	559
Aug. 3..	265	1	914	116
Aug. 5..	20,676	233	10,428	3,106
Aug. 6..	6,000	200	10,000	1,700
Aug. 7..	18,000	200	7,500	1,200

*Wk. so far 44,676 633 27,928 5,306
Wk. ago. 41,097 617 22,023 4,543
Yr. ago. 40,721 1,032 26,858 6,182
2 yrs. ago. 45,781 1,203 29,312 5,113
*Including 300 cattle, 5,500 hogs and 900 sheep direct to packers.

SHIPMENTS

Aug. 1..	2,498	18	1,416	260
Aug. 2..	2,336	32	2,283	
Aug. 3..	97		132	
Aug. 5..	5,638		1,712	503
Aug. 6..	4,000		2,000	
Aug. 7..	7,000		1,500	100

Wk. so far 16,638 5,212 663
Wk. ago. 16,636 5,036 106
Yr. ago. 18,859 89 5,688 279
2 yrs. ago. 17,562 94 2,692 799

AUGUST RECEIPTS

Cattle	1957	1956
Calves	48,153	43,402
Hogs	2,140	2,397
Sheep	86,433	47,548
	16,498	7,620

AUGUST SHIPMENTS

Cattle	1957	1956
Hogs	21,569	24,046
Sheep	9,043	9,679
	923	1,619

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Aug. 7:

	Week ended Aug. 7	Week ended July 31
Packers' purch.	21,738	19,275
Shippers' purch.	10,347	7,919
Totals	32,085	27,194

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Aug. 2, with comparisons:

	Cattle	Hogs	Sheep
Week to date	271,000	330,000	126,000
Previous week	294,000	357,000	134,000
Same wk. 1956	370,000	399,000	183,000
1957 to date	8,082,000	12,482,000	4,558,000
1956 to date	8,826,000	14,817,000	4,847,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Aug. 1:

	Cattle	Calves	Hogs	Sheep
Los Ang.	Not available			
N. Portl'd.	3,000	500	1,625	5,625
San Fran.	1,050	200	950	6,750

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Aug. 7 were as follows:

	Cwt.
Steers, choice	\$25.00 only
Steers, good & ch.	20.00@24.00
Steers, stand. & gd.	17.00@20.50
Heifers, good	19.00@21.00
Cows, util. & com'l.	12.00@14.50
Cows, can. & cut.	9.00@12.00
Bulls, util. & com'l.	14.00@16.00

VEALERS:

Choice & prime	24.00@26.00
Good & choice	21.00@24.00
Util. & stand.	16.00@21.00

HOGS, U.S. No. 1-3:

180/200 lbs.	21.50@21.75
200/220 lbs.	21.50@22.00
220/240 lbs.	21.50@22.00
240/270 lbs.	None quoted

Sows, U.S. No. 1-3:

180/300 lbs.	18.50@19.00
Sows, U.S. No. 1-3.	
300/400 lbs.	18.00@18.50

LAMBS:

Choice & prime	24.00@25.00
Good & choice	20.00@23.50

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Aug. 6, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul
HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

U.S. No. 1-3:

120-140 lbs.	\$17.50-19.00	None qtd.	None qtd.	None qtd.	None qtd.
140-160 lbs.	18.50-20.00	None qtd.	None qtd.	None qtd.	\$18.50-19.75
160-180 lbs.	19.50-21.50	\$18.00-20.50	\$19.00-20.50	\$20.50-21.50	19.00-21.75
180-200 lbs.	21.00-22.50	20.00-22.25	20.75-22.50	21.50-22.50	22.00-23.50
200-220 lbs.	22.00-22.60	21.75-22.50	22.25-22.75	22.00-22.75	22.25-23.50
220-240 lbs.	22.00-22.50	22.00-22.50	22.25-22.60	22.00-22.50	22.25-23.50
240-270 lbs.	22.00-22.50	22.25-22.50	22.00-22.60	21.75-22.25	22.00-23.50
270-300 lbs.	21.75-22.25	21.75-22.25	21.50-22.25	21.25-21.75	None qtd.
300-330 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
330-360 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	None qtd.

Medium:

160-220 lbs.	19.00-21.50	17.50-21.50	18.50-21.50	20.00-21.75	18.75-21.75
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SOWS:

U.S. No. 1-3:

180-270 lbs.	21.25 only	None qtd.	20.50-20.75	None qtd.	21.00-21.50
270-300 lbs.	20.75-21.25	20.75-21.25	20.00-20.75	21.00-21.50	21.00-21.25
300-330 lbs.	20.25-21.00	20.25-21.00	19.75-20.75	20.50-21.25	19.75-21.00
330-360 lbs.	19.25-20.50	19.25-20.50	19.50-20.00	20.00-21.00	19.25-19.75
360-400 lbs.	18.75-19.75	18.75-19.75	18.75-19.75	19.25-20.25	18.75-19.25
400-450 lbs.	18.00-18.75	18.00-18.75	18.25-19.00	18.75-19.25	18.25-19.00
450-550 lbs.	16.50-18.25	16.50-18.25	17.75-18.50	18.00-19.00	17.50-18.25

Boars & Stags:

all wts.	13.00-15.50	None qtd.	None qtd.	None qtd.	None qtd.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	26.00-27.00
900-1100 lbs.	None qtd.	26.25-28.25	26.50-28.00	None qtd.	26.50-27.50
1100-1300 lbs.	None qtd.	26.25-28.25	26.50-28.00	26.50-27.75	27.00-28.00
1300-1500 lbs.	None qtd.	26.25-28.25	26.00-27.50	26.50-27.75	27.00-28.00

Choice:

700-900 lbs.	23.50-26.00	23.75-26.25	23.50-26.25	26.50-27.75	23.50-26.50
900-1100 lbs.	24.00-26.50	24.00-27.50	24.00-26.25	23.75-26.50	23.50-27.00
1100-1300 lbs.	24.00-26.50	25.00-27.50	24.00-26.25	24.25-26.50	23.50-27.00
1300-1500 lbs.	23.50-26.00	24.50-27.00	24.00-26.25	24.25-26.50	23.50-27.00

Good:

700-900 lbs.	21.00-23.00	21.75-24.00	20.50-24.00	21.50-23.00	21.00-23.50
900-1100 lbs.	21.50-23.50	22.00-24.50	21.00-24.00	22.00-23.50	21.00-23.50
1100-1300 lbs.	21.50-23.50	22.25-25.00	21.25-24.75	22.00-23.50	21.50-23.50

Standard:

all wts.	18.00-21.00	19.00-22.25	17.50-21.25	17.50-21.50	17.50-21.50
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Utility:

all wts.	15.50-18.00	16.00-19.00	14.50-17.50	15.00-17.50	15.00-17.50
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HEIFERS:

Prime:

600-800 lbs.	None qtd.	None qtd.	None qtd.	None qtd.	24.50-26.00
800-1000 lbs.	None qtd.	25.50-27.00	24.75-26.00	25.00 only	24.50-26.00

Choice:

600-800 lbs.	22.50-24.75	22.75-25.00	22.25-24.75	22.50-24.50	22.50-24.50
800-1000 lbs.	22.50-24.75	23.00-25.50	22.50-24.75	23.00-24.50	23.00-24.50

Good:

500-700 lbs.	21.00-22.50	20.00-22.75	19.00-22.75	20.00-22.50	20.00-22.50
700-900 lbs.	21.00-22.50	20.00-23.00	20.00-22.75	20.00-22.75	20.00-23.00

Standard:

all wts.	17.50-20.50	17.00-20.00	14.50-20.00	17.00-20.00	17.00-20.00
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Utility:

all wts.	14.50-17.50	15.00-17.00	12.00-14.50	14
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If you buy — or sell in the Manufacturing Meat Industry

Direct mail advertising can help you do a better job

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CHICAGO 10, ILLINOIS

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PLEASE REMIT WITH ORDER.

POSITION WANTED

MANAGER: Beef, lamb, veal plant or department. 20 years' experience in all phases large packer managerial position. Highly experienced buying direction, plant operation, grading, carcass, bone in and boneless cutting, by-products, sales, financial return responsibility. Best customer connections in all parts of country. Married, age 42, desire to relocate on west coast or Mexico. Presently employed. Best references. W-293, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER

Capable, aggressive, 28 years' practical experience, thorough knowledge of all phases of packinghouse management and operations. Ability to give you efficient and profitable results. Salary or profit sharing. W-309, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGEMENT CONSULTANTS

SPECIALISTS — Organization - Management - Production-Labor Relations — Sales-Market Analysis.

LEE B. REIFEL & ASSOCIATES
216 Bank of Wood County Building
BOWLING GREEN, OHIO

CANNING SUPERINTENDENT

20 years' experience. Complete knowledge of all phases of canned meats, dry pack and specialty items including costs, yields and quality control. Capable of assuming full charge. W-291, THE NATIONAL PROVISIONER, 15 W. HURON ST., Chicago 10, Ill.

SUPERINTENDENT or SUPERVISOR: Hog, beef, sheep and calf kill. Also offal departments. W-317, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF KILL PLANT MANAGER: Experienced in ALL phases of plant operations. W-311, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

SALESMAN: Experienced, now selling hotel supply houses, chains, wholesale jobbers. Would like to represent a fresh pork and canned meat concern in the Philadelphia and New Jersey area on a brokerage basis. W-295, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN: Headquarters in central Florida, to serve government installations, sales commissaries, meat packers and other accounts. What do you have to offer? W-310, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Ability to manage any type of meat packing or canning operation with guaranteed results. W-264, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 30 years' experience. Capable, efficient and industrious. Available immediately. W-283, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SALES MANAGER

Progressive manufacturer of high quality luncheon and smoked meats in Chicago area seeks man as sales manager with merchandising abilities and able to handle salesmen. Salary according to ability. W-300, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT CHIEF ENGINEER

Steam refrigeration experience. Growing medium sized plant in middle west. Permanent position. Good salary. Give age, education and experience in first letter. W-302, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: For midwest wholesale operation. All around duties. Must know costs and yields for primal and fabricated cuts. State qualifications and age. W-301, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

SEASONING SALESMAN: To cover the territory of Chicago, part of Illinois, Indiana and Michigan. Excellent arrangement for the right party. Experience not necessary. Will train if qualified. Prefer one with sausage making background. MEAT INDUSTRY SUPPLIERS, INC., NORTHFIELD, ILLINOIS.

ENGINEER WANTED: For a small plant in middlewest. Young graduate engineer for general packinghouse, engineering, maintenance and construction. Excellent opportunity for advancement. W-316, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT SUPERINTENDENT: Experienced in canning, curing and smoking. Good opportunity with leading independent New York processor. Write to Box W-312, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

PRODUCTION MAN: Smoked meats. For plant in New York area. Capable of supervising both ham curing and smoking and packaging operations. W-363, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN WANTED: To represent export packer. Must be experienced in selling smoked meats, cooked hams and sliced bacon. Phone HYacinth 3-4065, Brooklyn, N.Y.

MANAGEMENT SPECIALIST WANTED

A growing meat management consulting firm wants man, experienced and an expert in sales, production and inventory matters in regard to meat packing. Liberal compensation according to ability and experience. Give full particulars. W-290, THE NATIONAL PROVISIONER, 15 W. HURON ST., Chicago 10, Ill.

MECHANICAL ENGINEER: A well established progressive Michigan meat processing company with 250 tons refrigeration, two H. P. boilers and modern prepackaging equipment, is looking for an experienced man for maintenance, starting salary. All replies confidential. Send complete resume in full confidence. Write to W-285, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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